

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 82

MARCH 22, 1930

Number 12

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## OUR SIXTEENTH BIRTHDAY

OVER a period of years many concerns have acquired the support and esteem of a loyal clientele. Our birthday reminds us of our obligation for such assistance and we justly feel that no organization has been favored with a greater number of real, sincere friends in the development of its ideals.

### OPPENHEIMER CASING CO.

*Harry D. Oppenheimer*  
PRESIDENT

CHICAGO

NEW YORK

TORONTO

LONDON

WELLINGTON

BUENOS AIRES

HAMBURG

TIENTSIN

SYDNEY

*Factories and Agencies throughout the World*

***"Selected because they are Better - - -"***



The five 250 lb. "BUFFALO" Air Stuffers installed in the Jersey City plant of Ed. Fleckenstein's Sons, pork packers

## **ED. FLECKENSTEIN'S SONS *Install* *Five* "BUFFALO" Air Stuffers!**

Read their letter:

**"BUFFALO"  
Air  
Stuffers  
are made in  
5 sizes from  
100 lb. to  
500 lb.  
capacity**

"SEVERAL months ago we installed five of your Air Stuffers at our Jersey City plant. The fact that this order was placed with you, in our opinion, was due solely to our selection of the better machine amongst those examined.

"They are well machined, sturdy in construction and their capacity is two hundred and fifty pounds, the amount claimed for them. Furthermore, the new type leak-proof lid, with the H and S piston, is an excellent feature of this machine.

"You may be assured of our recommendation of this machine at any time."

There must be a reason why prominent sausage makers everywhere are putting in "BUFFALO" Air Stuffers. It will pay you to investigate this machine.

### **JOHN E. SMITH'S SONS CO., Buffalo, N. Y., U. S. A.**

*Patentees and Manufacturers of the world-famous line of "BUFFALO" Silent Cutters, Mixers, Grinders, Air Stuffers, the Schonland patented Casing Puller and the TRUNZ-"BUFFALO" Bias Bacon Slicer*

**BRANCHES: CHICAGO, Ill., U. S. A.**

**London, Eng.**

**Melbourne, Australia**

# H.P.S. NEWS

C. CARR SHERMAN, Editor

Vol. I

March 22, 1930

No. 7

## Aw, Come on. You Won't Get Peppered!

Bang, bang, bang! Whiz, cra-c-k, Boom, Zowie!

That's the kind of noises a great many people think we Chicagoans are listening to all the time. For a reason I shall later explain, they believe we're hemmed in by bandits, assassins and robbers—that our very lives are in jeopardy twenty-four hours a day.

Well, as Al Smith used to say, let's take a look at the record.

In the first place, instead of ranking first in homicides, Chicago ranks 34th. Thirty-three other cities had a greater homicide rate per thousand last year than Chicago.

Would you visit Memphis, Tenn.? Last year you had 4 times as good a chance to get shot there as in Chicago. How about Houston, Texas? Down there two citizens bit the dust for every one in Chicago.

Would you drive your new car home from Detroit? There was a greater chance in getting peppered in Motor-town last year than there was in Chicago.

New Orleans—Birmingham—Jacksonville—Atlanta—Savannah—Nashville—if you visited any one of those cities last year you were in greater danger than you would have been in Chicago.

Oh, yes, I know Chicago has had a bad reputation in the past, not so much because of the percentage of homicides, but because we told the world about them.

Chicago has washed her linen in public, instead of sweeping her crimes under the bed. Her homicide rate decreased from 15.8 per 100,000 of population in 1928 to 12.7 in 1929, while totals for 127 cities showed an increase from 10.3 to 10.4. But instead of making a great hue-and-cry about the decrease in crime, Chicago made public the crime that existed.

So don't throw up your hands in horror at the thought of a Chicago visit. You're not in any danger—honestly! No bold, bad brigand will stick a gun into your ribs, and I'm afraid you'll have to go over to a hardware jobber to see a machine gun.

Man and boy, I've lived here practically all my life and haven't had even a cap pistol pointed at me. Nor have any of my friends. We've never found a bomb planted under the front porch, or a pineapple salted away in the garage.

Not a single sheet of H. P. S. Packers Papers has ever left our place to the rat-tat-tat of a machine gun and our payroll has never been taken for a ride.

So why not take that Chicago trip after all—and place yourself under our protective wing?

We'll map out a tour that possibly isn't in the guide books, and guarantee beforehand that you'll enjoy it.

There's only one thing: If you insist on seeing a gunman, we'll have to peek through the cell bars at the county jail. That's the only place I've ever seen one!

## And I Learned About Canned Meats from Her

Beginning March 17th, Miss Winifred Wishard, well known to the American housewife, will broadcast over the National Broadcasting Company's national hook-up, the story of canned foods, including meats.

This will be a broadcast from coast to coast four mornings a week of fifteen minute periods. The proposed hook-up is expected to reach 95 per cent of the urban population, 69.1 of the rural, 83 per cent of our total and 88.5 per cent of all radio homes in the United States. Forty-nine stations will cooperate in the broadcast.

## After the Snows of Winter

It is the season of sudden sunshine and sudden shadows. Gray turns to green before our eyes. We twist off the jabbering radio to catch the song of the meadowlark.

There is a strange, half-remembered fragrance in the air. Although we cannot see them, we know coy violets are gently unfolding their tiny blue-purple wraps.

Somewhere, miles away, the trout will soon be leaping in curved beauty. Not many days now before the gaunt oak will clothe itself in trembling rustling green. Song, color and music are on the way.

Spring is a season of promises. We eagerly await her coming and, mortal that we are, her pretty coquetry makes us but the more eager to embrace her.

After all, is it not true that anticipation eclipses realization? Half the enjoyment of any pleasure is the thinking of it beforehand. We dream of a thing and find the dream good; for the time we are content.

Spring, welcome season of high promises, is with us. May she fulfill every promise she makes—but for today, her promises suffice.

## Death Does Not Stop the Breathing of a Hog!

After the hog has been slaughtered and dressed, the meat continues to breathe. Wrapping loins in paper that does not permit this breathing is nearly as serious as clamping the live hog's snout.

That's why there is a pronounced trend to H. P. S. Oiled White Loin Paper. This sheet permits the meat to breathe through it. Loins wrapped in this paper do not sweat, resulting in less shrinkage, brighter color and fresher looking meat.

H. P. S. prices make it profitable for you to use this sheet. Full samples of H. P. S. Oiled White Loin Paper gladly furnished on request.

# H. P. SMITH PAPER COMPANY

H. P. S. Waxed and Oiled Packers Papers

1130 WEST 37th STREET

CHICAGO, ILL.

# "Every Package You Ship Is a Traveling Salesman for You"

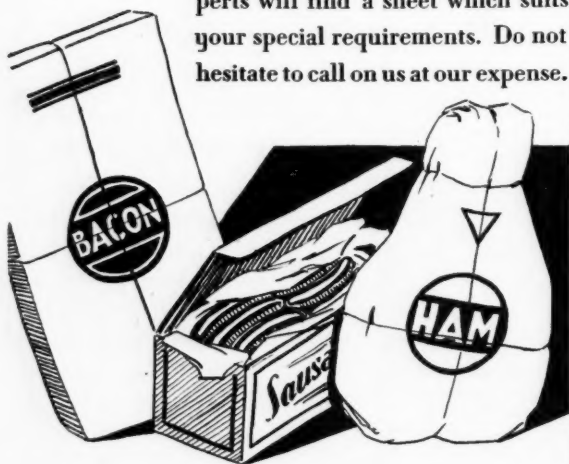
**says  
Uncle  
Jake**

Leaders in the packing industry are wide awake to the vital importance of the appearance of their packages. And one of the biggest factors in this is good wrapping.

You can be sure that every package goes from your plant to the home—not only in perfect condition but in the most creditable style by using

## KVP Protective Papers

As manufacturers of protective papers for every use of the packing industry—if we have not exactly what you need our Laboratory experts will find a sheet which suits your special requirements. Do not hesitate to call on us at our expense.



**KALAMAZOO VEGETABLE PARCHMENT CO.**



KALAMAZOO . . . . MICHIGAN

MANUFACTURERS OF A COMPLETE LINE OF  
PAPERS FOR THE PACKING INDUSTRY.

## HAM BAGS

Although specializing in Ham Bags and Frank Bags, O'Lena, you will find, produces stockinette items of all kinds that are second to none and superior to many. Prove it by ordering today.



## FRANK BAGS

plain or  
special stripes

Bacon Bags  
Veal Bags  
Pig Bags  
Pork Bags  
Beef Bags  
Lamb Bags  
Tubing  
Cattle Wipe

## O'LENA KNITTING MILLS

1464 Flushing Ave.  
Brooklyn, N. Y.  
Phone Stagg 0938



## PIONEERS IN QUALITY SEASONING

There is no substitute for **QUALITY** in sausage or the spices that flavor it. For 43 years we've distributed *nothing but top quality spices*. If you believe quality sausage builds permanent business, make contact with Bennett Simpson now!

Write today for **FREE Samples**

## Bennett Simpson & Co.

458 Greenwich St.

New York City

## Spicy Suggestions

For fine seasonings try

**DRY ESSENCE OF NATURAL SPICES**  
(Pat. Applied for)

"The perfect seasoning for meat products"

Manufactured by

**Wm. J. Stange Co.**

Manufacturers of Peacock Brand Certified Casing Colors  
2549 W. Madison St. Chicago



# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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MARCH 22, 1930

Chicago and New York

## Advertising of Meats by Chain Grocery Concerns

*Many Meat Items Are Included in  
Food Chain Store Advertising and  
Packers' Brands Are Often Shown*

Is advertising an important factor in meat and grocery chain store merchandising?

To what extent do chain stores advertise meat?

What meats do they advertise?

Do they advertise branded meat products?

Do advertised prices indicate that meats are moved through chain store channels at cut prices?

How do packers' wholesale prices compare with advertised chain store prices?

Representative answers to these and other questions in the minds of both packers and retail meat dealers are provided by the report of a study of "Advertising of Meats by Chain Grocery Companies," made by E. L. Rhoades for the Institute of Meat Packing of the University of Chicago.

### Meat Looms Large in Chain Advertising.

Mr. Rhoades found that while meat furnished an important part of such advertising, food chain store advertising generally constituted a small percentage of total space.

Ham, sliced bacon and chuck roasts were most frequently advertised meat items. Picnics, fresh pork shoulder cuts, rib roasts and leg of lamb appeared somewhat less frequently.

In the South D. S. meats were advertised almost exclusively by Southern chains, and pork sausage was mentioned frequently.

Packers' brands were used extensively in advertising copy of the smaller chains, and to a less extent by the larger. While practically all chains had some meats prepared under their own brand names, these brands were seldom featured.

In the study of prices at which chain store meats moved, exact comparisons were difficult to make, but it appears that chains are making a margin sufficient to cover all costs on advertised products.

### Methods and Prices

The chief source of information for this study was the advertising actually used by chains in 40 leading newspapers in 20 of the larger cities of the country. It included the publicity of 20 chain store organizations.

The period studied extended from April 15 to July 13, 1929. In this period a total meat lineage of 269,111 compared with a total grocery lineage of 1,818,682 was found. The local advertising lineage of the papers studied totaled 60,009,989. The chain grocery advertising lineage, therefore, constituted 3 per cent of this and the meat advertising .4 of one per cent.

Commenting on this limited grocery and meat chain advertising, Mr. Rhoades says:

"When we consider the great significance of food among family expenditures, we may well be surprised at the small percentage of space given to chain grocery advertising.

### Extent of Chain Advertising.

"While it appears to those looking for chain grocery ads that they are more conspicuous than any other ads in the publications, the analysis shows them to represent a comparatively small percentage of the total space."

Much variation was found between

The collage consists of several small advertisements from different grocery stores. Key items and prices include:

- Sanitary Complete Food Store (Purcellville, VA):** Adverts for "Piggy Wiggly" and "F. Cold Broilers" at 45¢.
- Chestnut Farm Milk:** Adverts for "Sweetened Condensed Milk" at 8¢ and "Sterilized Milk" at 15¢.
- Westphalia's:** Adverts for "Bread" at 40¢ and "Eggs" at 45¢.
- Green Bag:** Adverts for "Bread" at 39¢ and "Eggs" at 25¢.
- Octagon Soap:** Adverts for "Soap" at 4¢ and 23¢.
- Pratt's:** Adverts for "Butter" at 20¢ and "Eggs" at 25¢.
- Apple Sauce:** Adverts for "Apple Sauce" at 2¢ and 25¢.
- French's Mustard:** Adverts for "Mustard" at 10¢.
- Bing's:** Adverts for "Cherries" at 29¢ and "Cantaloupes" at 2¢ and 25¢.

### NO WASTE SPACE HERE.

Sanitary Grocery Stores are frequent advertisers, and every advertisement tells the consumer a lot. Housewives in Washington, D. C. and vicinity peruse these ads carefully and buy accordingly. This is one of the reasons why Sanitary can utilize a sizable expenditure in newspaper advertising.

Within the past year Sanitary stores have been transformed from grocery to food stores, including well-organized meat departments.

cities and between localities in the amount of chain grocery advertising. For example, in the southern district, where competition is rather intense between a number of small chains, the chain grocery advertising represents approximately 6 per cent of the total local advertising.

While excessive advertising competition seemed to be confined largely to the South, there were other points where the percentages ran high. In Boston, where competition between a number of chains is keen, 7 per cent of the local lineage in one paper, and 5 per cent in each of two others is devoted to grocery and meat chain advertising.

In a consideration of size of ad, it was found that the full-page advertisement is appearing with increasing frequency in chain-store advertising, as the number of outlets owned by chains in many cities has increased to a point where space of this size is found economical. Some chain advertising instead of taking the full page, takes space enough to dominate the page, from 1500 to 2000 lines of copy.

#### Size of Advertisements.

Practices as to the size and frequency of ads varied with the different companies. A composite of all chains and all meat ads shows 69.75 per cent consisting of less than 200 lines in size, 22.53 per cent ranging from 200 to 400 lines, 7.15 per cent from 400 to 600 lines, and less than 1 per cent more than 600 lines.

Friday was found to be the heavy day for chain advertising, with Tuesday a weak second and Monday third with almost as much advertising as Tuesday. Thursday, Saturday and Wednesday each represented a smaller percentage, and grocery and meat chain advertising was practically absent from Sunday papers.

Evening papers were found to have a slight preference over morning papers, the assumption being that housewives more commonly base their food shopping on evening papers.

Institutional or good-will copy was not always present although some chains practically always included something institutional or not specifically referring to individual products. Of all ads studied, 36 per cent were found to include some institutional copy and 64 per cent were free of copy of this character.

#### Use of Brand Names in Ads.

Most of the chains, particularly the smaller local chains, carried packers' brand names in half or more of their ads. One chain carried packers' brand names in as high as 88 per cent of its

## BARGAINS!

**For Friday, Saturday, Monday**

**STRAWBERRIES**, Fancy Louisiana, Pt. 15c

**FRESH GREEN CORN**, 3 Ears For 25c

**GREENS**, Mustard or Turnip, Bch. 5c

**SHOULDERS**, Whole Pork, Lb. 17½c

**HOG LARD**, Pure, Lb. 12½c

**RIB ROAST**, Thick, Lb. 27c

**CHUCK ROAST**, Lb. 23c

**SHOULDER CLOD** Roast, Lb. 31c

**BRISKET** Roast, Lb. 23c

**SOUP** Campbell's Assorted 3 For 25c

**ROLLED OATS** Three Minute Ea. 7½c

**HOMINY GRITS** Three Minute Ea. 7½c

**SPAGHETTI** And Macaroni Boeckhert 2 Pkg. 19c

**SHOE POLISH** Shinola And L. Gales 2 Cans For 15c

**TOILET PAPER** Mikard and Seal Roll 5c

**FLOUR** Pillsbury Fancy 24-Lb. Sk. 99c

**OCTAGON SOAP**, Toilet Bar 6c

**CLARENCE SAUNDERS**  
SOLE OWNER OF MY NAME

#### PLENTY OF MEAT IN THIS AD.

Clarence Saunders, creator of Piggly Wiggly, lists both items and prices. In the above advertisement 6 of the 17 items listed are meats and meat products.

advertisements, another in 81.8 per cent. One of the largest chain organizations in the country included packers' brand names in only 14.5 per cent of its meat ads, another great chain carried these names in 30.9 per cent of its ads and a smaller chain in 20.5 per cent.

Private chain store brands did not appear on any large percentage of the meat ads, even for bacon. There was one outstanding exception to this in the case of an eastern chain which featured its own meat brands in 64.1 per cent of its advertisements.

Most chains have private brands of bacon but do not feature them in advertising. Packers' brands of bacon were offered in 157 meat ads, ham in 144, and picnics in 80 ads. Most of the chains seemed to have distributed their brand advertising pretty well between these three classes of cured products.

#### Meat Items Advertised.

Of the meat items advertised, it was found that hams were offered in 483 ads, sliced bacon in 469, and chuck roasts in 488 ads. These were the items most frequently found in chain advertising.

The detail of Mr. Rhoades' report on meats advertised and prices secured is as follows:

In the second group, appearing somewhat less frequently, should be mentioned picnics offered in 314 ads, fresh pork-shoulder cuts in 338, rib roasts in 305, and leg of lamb in 326.

During the season from April to July, pork loins were offered but 254 times, pork chops but 257, lamb shoulder roasts 270, and stewing lamb 212 times. No other items were offered more than 200 times each.

Slab bacon was offered in only 180 ads, as compared with sliced bacon offered in 469 ads.

#### Lard Is Seldom Advertised.

Lard, which at times has been considered a chain-store leader, was offered in but 196 ads.

The various veal items were surprisingly uniform in frequency of insertion, with veal chops and steak offered in 199 ads, stewing veal in 174, and veal roasts in 182. All lamb chops combined were offered 320 times, with loin chops offered 103 times, rib chops 118, and shoulder chops 99.

The chains apparently did not find it necessary to especially advertise beef steak in most cases, since round steak was offered in 155 ads, sirloin steak in 158, and porterhouse in 80. This is a total of 393 offerings of steak as compared with 850 offerings of roasting beef, during this rather warm season of the year when steaks were moving more readily than roasts.

The pork-sausage season was waning, and fresh pork sausage was advertised in but 104 cases. Since the frankfurter season was gaining, frankfurters were found in 151 ads.

#### Variation in Meats Offered.

There were some interesting variations in the types of products advertised in the different sections of the country. Eastern chains advertised slab bacon almost as frequently as they did sliced bacon, while southern chains very seldom advertised slab bacon. Eastern chains advertised larger numbers of hams and fewer picnics; while southern, western, and central chains advertised picnics almost as frequently as they did hams.

Dry salt meats were advertised almost exclusively by southern chains, and pork sausage was a much more important item there than elsewhere.

(Continued on page 47.)

## "New Competition" Meets the Packer on His Own Ground with Frosted Meats

The "new competition" is at last actually in the meat field.

Distribution of meats by a food concern which also manufactures or merchandises more than 20 other food products began last week in a New England city.

What constitutes in effect one of the first real tests of consumer acceptance and merchandising possibilities for quick-frozen foods—a test embracing in one sales group the chief essentials of a complete meal—is now in progress in ten selected retail stores at Springfield, Mass., as reported in last week's issue of *THE NATIONAL PROVISIONER*.

### Advertising and Demonstration Aids.

Sixteen varieties of meat cuts, three seafoods, two vegetables and three fruits—all packaged and hard-frozen by the Birdseye process—are on display and sale under the registered trade name of Birdseye Frosted Foods, in a two-months' distribution campaign inaugurated by the General Foods Corporation.

Supplementing, or reinforcing, the actual sales campaign in the ten stores, General Foods is spreading its new gospel among consumers, not only by extensive advertising in the Springfield newspapers, but with practical demonstrations and illustrated lectures at two series of daily afternoon meetings, conducted especially for housewives.

One series is in a large department store, in association with the Springfield Gas Light Company; the other in the Springfield Women's Club, in association with the United Electric Company. There is also a display of the Birdseye frosted foods at the Home Progress and Electrical Show now being held in the Auditorium.

### Types of Stores Used.

The ten stores chosen for this experimental distribution are of two general classifications: Those which have not hitherto sold meats—six Thrift Stores, cash-and-carry units of a well-known chain; and those in which the hard-frozen meats are in direct competition with fresh meat—Rood & Woodbury, a large market on Main Street, employing 87 sales-clerks; Broughton & Fleming, 194 Pine Street; F. W. Jackson, 352 Bay Street; and Davidson's Market and Bakery, 337 Wilbraham Road. The Thrift Stores are in widely separated sections of the city, one being in Longmeadow, a suburb.

The frosted foods on display and sale were in considerable variety, and are designated as follows:

### Frosted Foods on Sale.

Meats—Porterhouse steak (2 lbs.), sirloin steak (1 and 2 lbs.), top round steak (1 lb.), veal cutlets (1 lb.), pork chops (1 lb.), spring lamb chops (1 lb.), veal chops (1 lb.), pork loin roast, spring lamb roast (forequarter, boneless), leg of spring lamb (three-quarter boned), sirloin of beef roast (boneless), rib roast of beef, (rolled, boneless), stewing beef, stewing lamb, pork sausages, and boneless pot roast.

Seafoods—Fillets of haddock, fillets of sole, Blue Point oysters.

Vegetables—June peas, spinach.

Fruits—Oregon cherries, loganberries, red raspberries.

The meats were packaged and hard-frozen under the Birdseye patent by Batchelder, Snyder, Dorr & Doe, meat packers of Boston affiliated with the General Foods Corporation. The seafoods are products of the General Seafoods Corporation, the subsidiary at Gloucester, Mass., where Clarence Birdseye evolved and perfected his process in the packaging and hard-freezing of fish.

The fruits and vegetables were prepared by the Birdseye method in Hillsboro, Oregon.

### How They Are Merchandized.

In the big Rood & Woodbury market there are two display cases of steel and

glass construction, placed end to end, and making an imposing presentation in the front part of the establishment, facing the wide main doors. In each of the other stores there is one large display case, with storage compartments below the glass-contained show section. The temperature in these cases is maintained between 5 degrees and 12 degrees Fahrenheit.

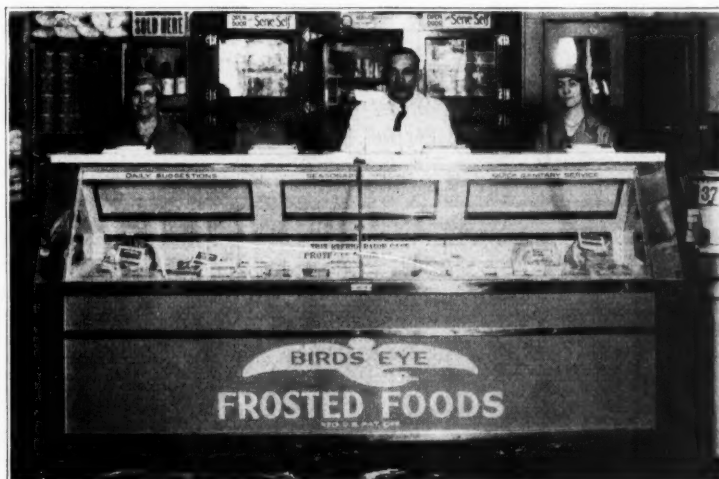
In each store two regular salesmen employed by the store are detailed to the frosted foods. And in each store two women, domestic science experts employed by General Foods, are on duty as demonstrators, explaining to prospective customers and inquirers the processes of packaging and hard-freezing, and the methods to be pursued with each purchase of frosted food.

The meats, they instruct, require no special preparation before cooking—put on the fire while still frozen, or treat exactly like fresh meat if kept until defrosted. Only the oysters and berries require several hours of defrosting before use.

### How Meat Prices Compared.

Prices of meat cuts were found to be comparable to the prices of the highest quality of fresh meats. Only the choicest top-grade meats, say the advertisements, are offered in these frozen packages.

Sales experience has already shown that some alterations will be required in the sizes of the packaged cuts. Beef



TELL CUSTOMERS ALL ABOUT THE NEW QUICK-FROZEN MEATS. Display case showing Birdseye frosted foods, meats, fish, fruits and vegetables, in the Thrift Store at 140 State Street, Springfield, Mass. Two women demonstrators and two salesmen are regularly on duty in this experimental department in each of ten retail stores.



roasts, for instance, were asked for in lesser weights than had been provided. Also, for convenience in handling in the small storage compartments of the display cases, chops and other small cuts may be packed in ten-pound packages, each containing several sale units, just as some fish fillets are wrapped separately and then packaged in ten-pound cartons.

The June peas were the first favorites in the running. "June peas in March" made a fanciful as well as a practical appeal. The berries were next in immediate attraction, and after these the smaller cuts of meat, as if to most purchasers it was a case of "try anything once", at least in a small way.

There was apparently, notwithstanding the wide publicity and advertising, a good deal of ignorance of what it was all about; and the need of the women demonstrators to turn curiosity into demand was obvious all along the line.

#### Making a Study of Consumers.

It was to separate systematically the "novelty buying" from the steady repeating that the addresses of all purchasers of frosted foods were taken, whether they came once or often.

To an observer who watched for sev-

## CROWDS—CROWDS—CROWDS

Every Day More and More Springfield Families Are Enjoying Birds Eye Frosted Foods

We knew Birdseye Frosted Foods would create a sensation. But we didn't dream they would receive the welcome they are getting.

If you haven't tried these wonderful new products yet, do so at once! Visit any of the stores listed below. See these foods—so temptingly fresh in appearance! Then buy some! The chorus of "Ah's" and "Um-m's" that greets these foods when you set them before the family will tell you why they have made such a hit in Springfield.

SPRING LAMB CHOPS . . .	59c lb.
PORK CHOPS . . . . .	39c lb.
SIRLOIN STEAK . . . . .	89c lb.
TOP ROUND STEAK . . .	59c lb.
FILLETS OF HADDOCK . .	29c lb.
FILLETS OF SOLE . . . .	39c lb.
OYSTERS . . . . .	44c pt.

#### On Sale at the Following Stores

HOOD & WOODBURY . . . . .	1924 Main St.
THRIFT STORES . . . . .	140 State St.
THRIFT STORES . . . . .	25 Walnut St.
THRIFT STORES . . . . .	246 Dickinson St.
THRIFT STORES . . . . .	819 State St.
THRIFT STORES . . . . .	719 Sumner Ave.
THRIFT STORES . . . . .	18 Elm Road, Longmeadow
BROUGHTON & FLEMING . . . .	194 Pine St.
F. W. JACKSON . . . . .	352 Bay St.
DAVIDSON'S MARKET AND BAKERY .	337 William Rd.

#### ADVERTISING FROSTED FOODS.

This is one of the newspaper advertisements during the consumer test of frosted foods at Springfield, Mass.

Another typical advertisement featured "Lenten Specials," including fish, oysters, peas, spinach, raspberries, loganberries and cherries, all hard frozen in their original freshness and color.

## What Does Consumer Say?

Latest reports of this consumer test come in a statement to THE NATIONAL PROVISIONER on March 20 by an official of the General Foods Corporation:

"Results at the close of the twelfth day warrant the statement that public acceptance of frosted foods is much more gratifying than was anticipated.

"After a day or two of novelty buying a substantial repeat business developed, and customers are ordering freely over the telephone. On favorable shopping days more than 1,000 customers purchase these products in 10 stores. Some of the larger stores are selling to as many as 200 families per day.

"After the first three or four days of selling, heavy cuts of meat, including beef, lamb and pork roasts, moved steadily.

"Although customers have their choice of 21 cuts of meat, clerks report requests for meat products other than those being sold. Customers are asking also for other kinds of frosted vegetables, fruits and seafoods, and when additional products will be available.

"Important grocery stores in nearby towns, in response to suggestions of customers who have been buying frosted products in Springfield, have asked for low-temperature display cases and stocks of the new products.

"Sales on grocery items in several of the ten stores have reached record-breaking proportions, which the store managers attribute directly to the installations of these new products."

eral hours at three of the stores it was clear that there was a lively public interest in the new food packages, that a great deal of "education" on frosted foods was called for, and that there was a growing number of repeaters among the purchasers.

In one Thrift Store there was seen within two hours one morning three instances like this—a housewife buying a meat, a vegetable and a fruit, saying she had made similar purchases before.

This test is a test not only of the consumer appeal but of refrigeration requirements. Hard-frozen meats and fish will retain their own chill for from 48 hours to a week, according to the temperature of the place in which they are kept.

Birdseye fish products are shipped by ordinary express to distances requiring as long as eight days en route, and are still in good condition for two or three days after arrival. But to keep and handle the hard-frozen products in retail stores with safety and dependability, week in and week out, display and storage cases providing low temperatures, at least as low as 12 degs. F., are essential.

#### Display Cases Must be Right.

Two different makes of display cases are being tried out in the Springfield experiment, while in the General Seafoods plant at Gloucester several other patented cases are being subjected to comparative tests.

At the General Foods Corporation

headquarters established in Springfield for this campaign Marion Harper, vice-president of General Foods, is in charge of the sales experiments in the ten stores. He is assisted by L. H. Sherrill, advertising manager of Frosted Foods, Inc., a subsidiary of General Foods, and by F. D. Holbrook and F. S. Hubbell and a staff of employees.

To obtain a direct view of the distribution experiment there have been already many interested visitors from distant points. Ernest Walker Sawyer, executive assistant to the Secretary of the Interior, came for a special study in view of government efforts to foster the reindeer meat industry of Alaska. Another visitor was Alfred H. Benjamin, president of the New Zealand Meat Producers' Board.

Marion Harper addressed a special meeting of the Springfield Advertising Club, at which the members were served a meal of the Birdseye frosted foods, consisting of oyster cocktail, lamb chops, June peas and cherry pie. Mr. Harper said that Springfield had been selected for the distribution experiment as a representative American community where the population was neither too large nor too small, for a thorough and exact check to be made of the consumer reaction. It had been determined in advance to obtain a thorough and systematic study of that reaction, and the lessons to be drawn from the experiment before making any announcement of further plans of merchandising.

#### AMEND CONSENT PETITION.

Leave has been granted Armour and Company and Swift & Company to file an amended petition for modification of the packers' consent decree. In granting this permission on March 14 Justice Stafford of the supreme court of the District of Columbia gave the packers 20 days in which to file the amended petition.

The purpose of the amended petition is to remove any possible objection thereto on the grounds that the allegations contained therein are in the nature of hearsay. Both the Department of Justice and the American Wholesale Grocers' Association have given their consent to the filing of an amended petition. While the National Wholesale Grocers Association would not give affirmative consent, their counsel indicated they would not appear to oppose it.

Both the government and the grocers have urged objections to the original petition, alleging that its declarations are insufficient in law to warrant grant of the relief prayed for. While the packers do not concede this to be a fact, it was determined to file an amended petition clearing up these alleged faults in order to expedite the final hearing upon the merits.



# Ham Souring Prevented by Quick Chilling of Hogs and Proper Temperatures During Curing

Ham souring is the cause of considerable loss in many of the larger packing plants of the country, according to a study made recently by the U. S. Bureau of Animal Industry.

In 13 plants located in the heavy hog producing sections of the country sour hams were found to range from 4 per 100,000 in one plant to 1,452 per 100,000 in another.

The occurrence of this trouble seemed to bear no relation to any factors other than efficiency of chilling the hogs and maintenance of proper temperatures throughout the curing period.

The study was made by E. A. Boyer, in charge of the Omaha Meat Inspection Laboratory of the U. S. Bureau of Animal Industry, and the results are here reported.

## Incidence and Prevention of Ham Souring

By Dr. John R. Mohler.

Chief, U. S. Bureau of Animal Industry.

Souring has long been recognized as a serious problem in meat-packing plants where hams are cured in large quantities, but no accurate statistics showing actual losses have heretofore been published. The records presented here show the actual incidence of ham souring at 13 selected plants during the period covered, November 1, 1928, to October 31, 1929, and furnish a basis for estimating the total loss.

The following data show the total number of hams found sour at the 13 establishments and the proportion of sour hams to the total number available for curing and to hog slaughter.

Establishment	Number of hogs killed	Number of hams found sour	
		Total	Per 100,000 available for curing
A	630,723	54	4
B	645,563	1,334	103
C	534,437	1,348	126
D	494,766	1,289	130
E	860,009	3,258	204
F	170,113	983	288
G	697,665	4,258	329
H	311,513	2,962	475
I	975,644	11,164	572
J	928,591	12,655	681
K	336,663	6,828	1,014
L	339,098	8,229	1,214
M	413,780	12,009	1,452

The 13 plants concerned are all located in the region of extensive hog production and slaughter and are all of large and comparable capacity, as shown by the number of hogs slaughtered. The incidence shown is based on

the number of hams available from the hogs slaughtered, no allowance being made for hams not placed in cure for any reason, or for green (uncured) hams received for curing from other plants.

The number of hams placed in cure at each plant was less than twice the number of hogs slaughtered, on account of outgoing shipments and use of hams for purposes other than curing; the deficiency was partially made up by receipts from other plants.

In proportion to the number of hams placed in cure at each plant, the actual loss was, therefore, somewhat higher than that indicated. The number of hams used for purposes other than curing and also the receipts should, in

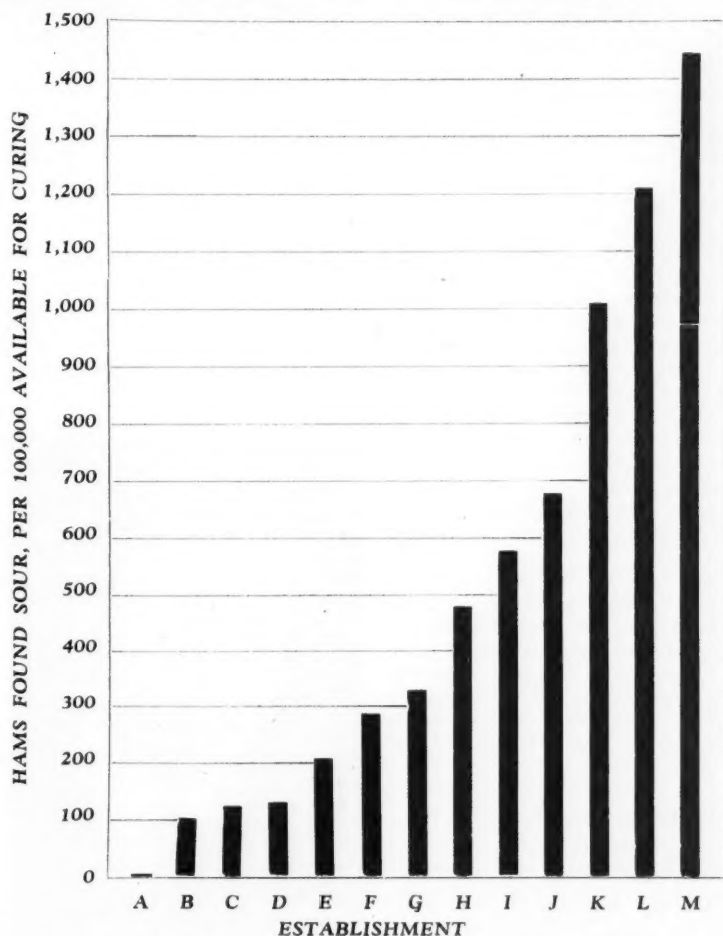
as long a period as one year, bear approximately the same proportion to slaughter at each plant, and should not materially affect the validity of comparative figures based on slaughter.

### The Loss is Preventable.

The total number of hams affected by souring at the 13 plants was 66,731. The total slaughter was 7,338,535 hogs. At an estimated loss of \$1.50 each, the 66,731 hams affected would represent a money loss of approximately \$100,000.

Applied to the entire 48,340,000 hogs slaughtered under federal meat inspection during the fiscal year ended June 30, 1929, the figures would imply a loss approximating \$650,000. Since Federal inspection represents approximately

(Continued on page 34.)



HOW HAM SOURING VARIED AT 13 DIFFERENT PLANTS.

This chart shows in graphic form the incidence of ham souring from November 1, 1928, to October 31, 1929, at 13 meat packing plants, designated by letters A to M, together with the figures upon which the graphic representation is based.

### Chain Meat Stores

News and Views in This New Field  
of Meat Distribution.

#### VOLUNTARY CHAIN SURVEY.

The present status and possibilities of the "voluntary chain" movement in the field of food distribution is the subject of a study by the Institute of Meat Packing, under the joint sponsorship of the University of Chicago and the Institute of American Meat Packers. The study is being conducted by E. L. Rhoades.

Many retailers have recently banded together in voluntary chains to co-operate in buying and selling activities, either under the sponsorship of some wholesale house, or through a jointly-owned co-operative wholesale distributing house.

Some meat retailers have shown an interest in this development, and many groceries which handle meat have become affiliated with these voluntary chains. In view of this fact, the Institute will assist in the collection of data from retailers, wholesalers and meat packers relative to the advantages or disadvantages of such a system.

How many voluntary chains handle meat? How much meat do they sell, as compared with regular chains and with individual dealers? What arrangements have packers with such organizations as to buying, delivering, billing, credits, price, etc.? What kinds of co-operative arrangements between packers and retailers have been established and how satisfactory are they? Is there any prospects that packers may strengthen their present distribution systems through affiliation or contractual arrangements with voluntary chains? These and similar questions will be considered by the Institute in this survey.

Questionnaires will be sent to retailers, wholesalers, and packers within a short time. Mr. Rhoades will call personally on individuals and companies who have been in close touch with this movement. The results of the survey will be published as soon as the material has been collected and compiled.

#### HEADS A. & P. MEAT BUYING.

T. A. Connors, who for three years has been in charge of meat buying for the Great Atlantic & Pacific Tea Company in its Philadelphia territory, has been transferred to Chicago and made national meat buyer for the company.

The A. & P. now operates over 4,000 meat stores throughout the country,

and as it has a total of about 16,000 stores, it is not unlikely that the number handling meats will be materially increased within the next few years.

The change brings Mr. Connors back to his old home and among the friends of his earlier years. His father was one of the famous executives of Armour and Company. Tom joined the company in 1915 and after several years in the plants and as a beef salesman he was made beef superintendent at Philadelphia.

In 1919 he went to Great Britain as assistant superintendent for Armour at London, and in 1920 was made Armour manager at Antwerp, Belgium. A year later he became London manager, and in another year was assistant branch house superintendent at New York City. In 1924 he was made branch house superintendent for the Philadelphia territory, which position he resigned in 1927 to take charge of the new A. & P. meat business in that section.

He enlisted in the World War as a private and was made captain, organizing Refrigerating Plant Co. No. 301 and operating the cold storage depot at Bassens, France. Later he was promoted to the Headquarters Staff at Tours in charge of requisitions and distribution of all frozen meats used by the A. E. F.

#### A. & P. JANUARY SALES.

January sales of the Great Atlantic & Pacific Tea Co. totaled \$104,270,933 against \$91,982,770 in January, 1929. Sales for the five months from September to January, inclusive, amounted to \$456,485,800 against \$403,502,757 in the same period of the preceding year.



T. A. CONNORS.  
Made national meat buyer for A. & P.

#### CHAIN STORE NOTES.

Kroger Grocery & Baking Company reports that sales for the four weeks ended March, amounted to \$20,484,135, which represents a decline of 5.3 per cent from the \$21,639,484 reported in the same 1929 period. For the eight weeks and four days ended March 1, sales of the company totaled \$44,966,706, which represents a decline of 1.3 per cent from the \$45,583,288 reported in the corresponding period last year.

Consolidation of National Groceries and Food Stores, operated by the National Grocery Co., with the Saunders Michigan Stores, Inc., was announced in Detroit this week. The merger is effective immediately. This brings the self-service Saunders stores to a total of 45, with 5 more stores to be added by June 1.

A law placing a tax on retail sales, and reputed to be directed against chain stores, has been enacted in Kentucky. This provides for a tax of 1/20 of 1 per cent on gross sales of \$400,000 or less. Sales of individual units of a chain would be grouped for the purpose of levying the tax. Strong opposition to the passage of the law was exerted, and it has been suggested that chain stores would be incorporated individually in order to avoid payment of the tax.

The Great Atlantic & Pacific Tea Co. has signed long term leases for 25 stores in southern California. The new project is reported to involve more than \$1,000,000.

Nathan Strauss, Inc. for the year ended December 31, 1929 shows gross sales of \$7,854,237.88 and gross profit on sales, of \$2,509,285.05. Profit after depreciation but before interest on bonds and federal taxes was \$278,038.19. Net profit after all charges was \$212,265.82.

#### MEAT INSPECTION CHANGES.

Recent changes in the federal meat inspection service are reported as follows:

Inspection granted—\*Siegel-Weller Packing Co., 4537 Gross ave., Chicago. \*Major Bros. Packing Co., South Logan st., Mishawaka, Ind.

Meat inspection withdrawn—Armour and Company, East Liverpool, O. Armour and Co., Fitchburg, Mass. Convey & Sons, San Francisco, Calif. From subsidiaries: American Provision Export Co., under Roberts & Oake, Chicago, Ill.; Smithfield Canning Co., under Wimp Packing Co., Chicago, Ill.

Change in name—Hygrade Food Products Corporation, 1711-1717 Fulton st., Chicago, Ill., and Begley Food Products Co., Western Packing & Provision Co., Allied Packers, Inc., Parker-Webb Co., Klineck Packing Co., F. Schenk & Sons Co., Chas. Wolff Packing Co., Hygrade Provision Co., Inc., Bronx Provision Corp. of New York, Chris. Crozinger Corp. of New York, B. S. Pincus, and Palestine Kosher Wurst Factory, Inc., instead of previous name. Mandarin Food Products, Inc., 750-752 Ceres ave., Los Angeles, Calif., and Mandarin Sauce Co., Inc., instead of previous name.

\*Conducts slaughtering.

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## Who Has Hog Market Helped?

Hog and beef cattle prices are pointed to as the main support in an otherwise depressed agricultural situation. Hog prices have advanced steadily since last November and the hog situation and, in lesser degree, the beef cattle situation are said to be the bright spots in the agricultural market.

In discussing the current situation the U. S. Department of Agriculture says some students of the hog situation have been of the opinion that there has been a tendency on the part of producers to hold hogs back in expectation of higher prices later.

If this theory proves correct "we are likely to have more hogs come to market in March than were received in March last year," the department says. However, little material decline in hog prices is looked for before April, if the trends of previous years can be regarded as a guide.

The storage stocks situation is strong, most stocks comparing favorably with the five-year average of product on hand on March 1. However, at no time during those five years has the buying power of the public been quite so uncertain as that prevailing at the present time.

Confidence in the future and competition for the hogs have kept hog prices at a questionably high level. Packers have put product into cure at high costs, and only a material shortage combined with an increase in buying power will save them from making a good many red entries on their ledgers.

There seems little doubt that the hog market has proved a brighter spot for the producer than for the packer.

## Faces the New Competition

Announcement was recently made that one of the great cheese manufacturing companies would spend \$2,825,000 this year in an advertising and promotional campaign. Of this amount \$2,000,000 would be spent in the United States and the remainder in Europe, Australia, Canada and Cuba.

This is a huge sum of money to be spent for the promotion of a single food product, particularly one that is not re-

garded as one of the major foods, such as meat or bread.

It is a huge sum in the light of present advertising expenditures for the promotion of meat, particularly when the production of cheese is compared with the vast production of meat.

It is a sum the expenditure of which carries considerable significance to the meat industry. As a high protein food cheese is something of a competitor of meat. It would be impossible to promote the cheese business of one company alone through such an advertising expenditure without having some influence on consumption of other major foods.

Meat is one of the most important of all food products. However, this is an age of information, and if even a major food product such as meat is not kept before the public at all times, its demand and distribution will suffer in favor of products well advertised and promoted.

One cheese company could not make such an expenditure for advertising purposes of this food product and expect that the publicity would revert to the benefit of its branded products alone. Such publicity is bound to benefit every cheese manufacturer, and help boost his sales provided his product is such as to insure repeat business.

So in the meat business. No one group of livestock producers and no one packing company could make a vast expenditure in promoting its branded products without all livestock producers and packers receiving a certain amount of benefit. From the individual viewpoint this is part of the slack that must be absorbed in any publicity expenditure.

But a great general fund for the promotion of meat consumption fostered by livestock producers, on which individual packing companies could build with brand advertising, would be certain to react to the good of the entire livestock and meat industry.

Another way to approach this might be to think of a great solid foundation built for meat products through advertising from which more nearly adequate returns would accrue to the livestock and meat industry than can now be realized on the hit-or-miss marketing plans of the industry as a whole.



# Practical Points for the Trade

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## Canning Beef and Veal

A Southern packer has been making a feature of canned beef and veal for his more or less local trade. This has become so popular that he plans to extend his business and asks for some canning instructions. He says:

Editor: The National Provisioner:

I have built up a large trade on cooked beef and veal and want to extend this trade. I would therefore like to have instructions on canning this product on a strictly commercial scale. I would appreciate all the information you can give me on canning meats. Only government inspected meats will be used for this purpose.

Some general instructions for the canning of meats may be given as follows:

The more common practice is to cure meats before canning. This is done by packing the meats in vats or curing containers and curing in a pickle solution, or they may be given a fancy dry cure if preferred. After curing, the meat is cooked; the selection of the cooking vessel being important in this connection.

The container in which the meat is cooked should be made of material which will in no way taint the meat. It should be of such a shape that the meats for canning may be easily and conveniently handled and the heat correctly applied. Also it should be so constructed that it can easily be kept clean. Glass lined steel is an excellent material for this purpose, as is aluminum and tin lined copper. Cast iron and steel kettles are also used.

### Cooking the Meats.

Cook the meat just enough so it can be properly trimmed. The cooking time varies from 15 minutes to 1½ hours, depending upon the size of the pieces and the nature of the meat. All gristle, imbedded bone and surplus fat should be removed before the meat is put into the can. Everything used in connection with meat-canning should be kept scrupulously clean.

The cooking water resulting from meats for canning should be used as a soup or broth. In some of the larger establishments, the cook water from beef, for example, is concentrated as beef extract.

The meats must not be overcooked. It is usually a matter of experience on the part of the operator as to the correct time the meats are given this preliminary cook. They must be cooked just right to maintain correct flavor and appearance.

After the preliminary cooking and trimming, the meats are cut either by

hand or by machine into the desired sized pieces for canning.

### Handling in the Cans.

After cutting and trimming, the product is taken to the stuffing machine and stuffed into cans. Each can is fed a uniform amount of meat and broth. The cans are then automatically conveyed to a sealing device where the tops are double seamed.

In some establishments the tops of the cans are still soldered and the cans are run through a vacuum chamber, where the air is exhausted, until a 25 inch vacuum is produced. The small hole left at the top of the can for exhausting the air is sealed by an electric soldering device.

Great care should be taken in running cans through the vacuum. Give them all the vacuum they will stand but not enough to make them collapse. If not given enough vacuum, they will become springy after processing and will have to be re-vacuumed and re-processed.

### Processing the Cans.

The can most popular at the present time is what is known as the "sanitary style", which requires less handling because of its mechanical construction. With these cans the air is removed by any one of several systems.

Vents are closed and the cans are given a partial process. They are then re-opened to permit the air to escape, then closed again and given the balance of the process to properly sterilize the products.

In what is known as "the cold vacuum

process" the cans are sealed with the vents left open. They are then passed to the vacuum machine and the vents are closed. This process varies considerably, owing to the nature of the product and the size and style of the can.

### Hot Process System.

Another system, the "hot process" system, compresses the meat in the cans as much as possible, then passes them through a steam exhaust box. The time in this box will depend on the size of the can and the kind of product it contains. After heating the product to 160 degs. F. it is passed quickly to the closure machine which hermetically seals the can. It is then ready for processing.

After processing, the cans are put under a cold water shower which causes the ends to collapse. The cans are then chilled and inspected for leakers.

Next they are washed in water heated to 212 degs. in which there is caustic soda. This cuts off any grease that may be adhering to the cans. They are next put through a water bath at 200 degs. F. to remove the caustic water, and finally are sprayed with cold water. The cans are then ready for labelling.

### Inspecting for Leakers.

Cans should be inspected for leakers at several points in the operation. The first inspection should be after the initial sealing. In the case of soldered cans this consists of an examination of the can and the proper application of the solder to the cap. Where the tops are double seamed an inspection of the double seaming should be given.

The cans are again inspected for leaks after the cap has been soldered on and the can is in the vacuum machine where the vent hole in the cap is sealed. At this point leaks may consist of vent leaks, cap leaks, seam leaks, or body leaks.

Another inspection should be given after processing in the retorts, and finally after the cans have been run through the washing machine.

### Automatic Control Necessary.

Processing time and temperature have become standard. Not only the quality of the product, but also its keeping qualities, can be seriously affected by wrong processing owing to the failure of some checking or control device.

It is necessary to have all air removed from the retorts if the pressure and temperature are to be correct.

Automatic control and recording de-

## A Meat Loaf Delicacy

Have you ever tried furnishing the trade with a fancy macaroni and cheese loaf?

It's a specialty meat that is popular any time of the year, but especially so in the summer months.

Try THE NATIONAL PROVISIONER'S macaroni and cheese loaf formula and see if your trade does not like it.

Send a 2c stamp with request for reprint of the formula and directions which appeared in a recent issue, using the coupon below:

THE NATIONAL PROVISIONER,  
Old Colony Bldg., Chicago.

Please send me reprint of Macaroni and Cheese Loaf formula. I am a subscriber to THE NATIONAL PROVISIONER.

Name .....

Street .....

City .....

Enclosed find 2c stamp.



vices of both temperature and pressure should be used. Recording devices and pressure gauges should be inspected frequently and checked against mercury thermometers or properly calibrated thermocouples.

Every canner of meat products should code his cans with a marking device which will enable identification of a day's run or part of a day's run. This enables a proper check and control of the product.

#### Canning Fresh Meats.

The beef and veal should be cut in can size pieces, allowing 30 per cent for shrink. This inquirer probably has his own method of seasoning and cooking this product, otherwise the pieces may be wrapped with string, placed on end in a roasting pan and sprinkled with black pepper. Place in the pan 2 quarts of water in which has been dissolved  $\frac{1}{2}$  lb. of salt. This will take care of a 50-lb. batch of meat. Put in a hot oven and cook 30 minutes for 2-lb. pieces; 40 minutes for 3-lb. pieces.

When half of the time has expired, turn the meat and baste it to keep it from burning.

To make the gravy, remove the meat together with a quart of pan grease. Add to this a pint of flour and mix smoothly. Then add two gallons of boiling water and season with pepper to taste.

Put the roasted meat in the cans, fill with the gravy, solder on the lid, tip and process at 250 degs. One-pound cans should be processed 40 minutes; 2-lb. cans, 50 minutes; 3-lb. cans, 60 minutes.

#### Whitening Cooler Walls

A meat chain organization in the Southeast reports trouble in some of its meat coolers with wooden walls. The meat supervisor of this chain writes as follows:

Editor The National Provisioner:

We would like very much to know how to whiten the inside walls of a meat cooler.

The meat cooler in question has wooden walls, and they have turned dark. Our meat cutter has tried several preparations, but he has not as yet succeeded in whitening these walls.

The chances are the trouble is due to moisture. If the pores of the wood contain moisture, or if the surface is damp, paint or enamel will not penetrate.

The only recourse is to dry the box thoroughly. After this is done, two or three coats of good white enamel paint should then be applied. Aluminum paint might be even better, as this would not only give superior protection against moisture, but also give a very much improved appearance to the walls of the cooler.

#### What Makes Fluffy Lard?

A packer is having trouble with fluffy lard. As this is his first experience with this light lard he asks the reasons and methods for overcoming it. He says:

Editor The National Provisioner:

I am desirous of gaining some information in regard to fluffy or light lard. We ran off a bunch of lard at our plant recently and found that we could only get 49 lbs. in a 50 lb. can. Also 99 lbs. to a 100 lb. can.

We checked the sizes of our cans with the old ones, checked our scales with test weight and also checked with other weights.

We have never had this happen before. We mix our kettle and leaf lard in a settling tank after rendering and then agitate and run off.

This packer's trouble is due to the fact that he is agitating his lard too much at too cold a temperature. This results in beating too much air into the lard, giving volume without sufficient weight.

One of the most important points in the manufacture of lard is the proper handling of it after the raw product has been turned into lard. That is, the drawing off of the product from either the storage tanks or the receiver. There are two standard methods used.

One method is to run the lard over lard rolls, with the lard leaving the storage or receiving tank at a temperature of from 100 to 130 degs. F. It may then be drawn from the picker box of the lard cooling cylinder directly into the package.

Some operators prefer to draw off the lard from the cooling cylinders into the agitator, so that there is a constant supply of lard to draw from. Unless there is a ready supply of lard which keeps the picker box constantly full of lard, there is a possibility that the lard may be drawn off too fast with the result that a lot of air is mixed with the finished product in the packages. This is, of course, undesirable.

#### Smokehouse Grease—

##### A Fire Hazard

How often do you clean the walls of your smokehouse?

Grease accumulations on smokehouse walls has been found to be one of the chief fire hazards in many packing plants.

Not long ago a packing plant suffered a heavy fire loss. Investigation proved the fire started in the smokehouse.

And the cause was this: *Grease covered the smokehouse walls over an inch thick.*

Both this fire loss and the loss of business during rebuilding could have been avoided simply by cleaning the smokehouse walls at regular, frequent intervals.

How long ago was this done in your plant?

#### Brands & Trade Marks

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVISIONER.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

#### TRADE MARK APPLICATIONS.

**Evansville Packing Company, Evansville, Ind.** For prepared, smoked and dried beef; prepared and smoked pork; sausage, dressed poultry, lard, butter, cheese and eggs. Trade mark: A triangle inclosing the portrait of a boy underneath which are the words "Smile Boy." Claims use since August 22, 1922, on prepared, smoked and dried beef; prepared and smoked pork; sausage, dressed poultry and butter; since March 1, 1927, on eggs, cheese and lard. Application serial No. 294,917.



**Paul M. Adams, Bridgeport, Conn.** For sausage and scrapple. Trade mark: RAPA. Claims use since October 18, 1929. Application serial No. 292,086.

**George W. Simmons Corporation, New York City.** For bacon, boned chicken products, canned brains, canned corned beef, canned corned beef hash, canned hamburger steak and onions, potted sliced dried beef, potted sausage and Vienna sausage. Trade mark: SWORD. Claims use since November 10, 1927. Application serial No. 282,145.

#### LABELS.

**Jacob E. Decker & Sons, Mason City, Ia.** Title: DECKER'S KORN KIST PORKETTS. For smoked cured boneless butts.

**Jacob E. Decker & Sons, Mason City, Ia.** Title: DECKER'S KORN KISSED PICNIC. For smoked cured shoulder cuts.

#### OBJECT TO "DUTCH" LARD.

An effort is being made to prevent the importation of Dutch lard into Belgium. Several lots have been seized by sanitary inspectors in various warehouses, in view of its poor quality. The campaign is said to be led by the local importers of pure lard, oils and fats. Several meetings have been held with a view to eliminating the Dutch product from the Belgian market and creating a decided preference for American pure lard, according to reports to the U. S. Department of Commerce.

## Beef Producers Take Notice of All the Trends of the Times

Organization of great cooperative livestock marketing companies as advocated by the Federal Farm Board, similar to those for wheat, cotton and wool, were discussed by Chairman Alexander Legge and C. B. Denman of the Federal Farm Board before the Kansas Livestock Association in annual convention at Topeka, March 13-15.

Some doubt prevailed among stockmen as to possibility of successfully establishing such agencies. But it was felt the duty of the association to co-operate with the board to the fullest extent.

To this end appointment of a committee of five members, including the president and secretary of the association, was recommended in the resolutions, this committee to consider a plan of improving livestock marketing and report its finding to the board of directors.

President William Whitfield Woods of the Institute of American Meat Packers addressed the stockmen on the second day of the convention, calling attention to the increased efficiency of livestock production in the last few decades, which enabled the maintenance of meat consumption at a level only slightly below that of a quarter of a century ago.

### Efficient Livestock Marketing.

"The number of beef cattle on farms today, according to figures of the U. S. Department of Agriculture, is considerably smaller than in 1900, and the numbers of hogs and sheep are not appreciably greater than they were then," Mr. Woods stated. "Meanwhile, the population of the United States has increased by more than 50 per cent—from approximately 76,000,000 to more than 120,000,000.

"Notwithstanding this increase in population and lack of increase in the number of meat-producing live stock on farms, consumption per capita of all meats in the United States last year was less than 5 per cent lower than in 1900.

"The explanation of this apparently paradoxical situation lies in the fact that live stock are raised more efficiently and marketed earlier than they were formerly, thus increasing the producer's turnover and making it possible to market a much larger number of animals from a herd of given size.

"Calculations made by the U. S. Department of Agriculture indicate increases of herd productivity between 1907 and 1926 of 48 per cent for cattle, of 27 per cent for sheep, and of 43 per cent for hogs," Mr. Woods said.

Jesse C. Harper, of Sitka, Kans., one of the largest cattlemen of the state, was elected president of the organization; Frank Edmiston, first vice-president; John Briggs, second vice-president; P. F. Egan, third vice-president; Chester Davis, fourth vice-president.

Two display features of the gathering were a case of hard chilled, wrapped fresh meat cuts in the lobby of the convention hotel, and a young pure-bred Hereford bull in one of the hotel's show windows.

### SWIFT INTERNATIONAL REPORT.

A year of satisfactory business during which the surplus fund of the company was increased by more than \$5,500,000, is reported by Swift International for the period ended December 31, 1929.

No outstanding difficulties were encountered by the company during the year. The buying, operating and selling departments are reported to be well organized and efficient; plant equipment modern and up-to-date.

Liberal reserves have been allowed for depreciation, and the present investment of \$12,375,730.37, covering nine meat packing plants in first-class physical condition, all in operation, is regarded as a conservative one.

"The principal countries of the world producing a surplus of livestock are Argentina, Uruguay, Brazil, Australia and New Zealand," President Edward F. Swift pointed out in his letter to the shareholders under date of March 20, 1930, "and our company is operating plants in all those countries with the exception of New Zealand."

Neither Compania Swift Internacional nor its associated companies have any bonds or preferred stock outstanding. The assets include nothing for good will, trade marks, patents, etc.

Semi-annual dividends, totaling \$3,109,200 were paid during the year, and the surplus account on December 31, 1929, amounted to \$16,586,856.56. The net working capital increased \$4,111,117.29 and on December 31, 1929, was \$33,573,535.78.

On December 30 the directors voted to increase to \$1.25 a share the semi-annual dividend, payable February 15, 1930, to stockholders of record January 15.

The consolidated balance sheet as of December 31, 1929, is as follows:

ASSETS.		Argentine gold.
Cash	\$ 946,505.85	
Accounts receivable, money on call and short notice	12,567,555.10	
Inventories:		
Products and supplies on hand and aloft	24,310,513.51	
Stocks and bonds	815,914.66	
Land, buildings, machinery, equipment, etc., less reserve for depreciation	12,375,730.37	
		\$51,016,219.49

### LIABILITIES.

Notes payable	\$ 166,328.30
Accounts payable	4,900,625.04
Reserves	4,493,402.04
Capital stock	22,500,000.00
Surplus	16,586,856.56
Legal reserves various companies	2,369,007.55
Total stockholders' investment	41,455,864.11

\$51,016,219.49  
Profit and loss and surplus account, for the year ended December 31, 1929, follows:

Argentine gold.	
Surplus as per statement December 31, 1928	\$14,237,268.25
Directors' and auditors' fees	9,200.00
To reserve account	92,100.42
	101,300.42

\$14,135,967.83

Dividends paid year 1929 out of surplus December 31, 1928:	
February	\$ 1,554,000.00
August	1,554,000.00

\$11,026,767.83

Gain 1929 5,560,088.73 |

Surplus December 31, 1929 \$16,586,856.56 |

The operating companies controlled by Compania Swift Internacional are Compania Swift de La Plata, Compania Swift de Montevideo, Companhia Swift do Brazil and Swift Australian Company, Limited. The operating plants are located at Puerto La Plata, Rosario, Rio Gallegos and San Julian, Argentina; Montevideo, Uruguay; Rio Grande and Rosario, Brazil; and Brisbane and Townsville, Queensland, Australia.

Officers of the company are Edward F. Swift, president; Charles H. Swift, H. McLerie and W. A. Barr, vice-presidents; A. Nelson, treasurer; and C. Jacobi, secretary.

The directors are Edward F. Swift, Charles H. Swift, C. O. Gorton and H. McLerie, all of Chicago; and A. Nelson, G. A. Procter, W. A. Barr, C. Jacobi and F. Six, all of Buenos Aires.

### PACKER AND FOOD STOCKS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on Mar. 19, 1930, or nearest previous date, together with number of shares dealt in during the week, and closing prices on Mar. 12, or nearest previous date:

	Sales.		High.	Low.	Close.	
	Week ended	Mar. 19.	Mar. 19.	Mar. 19.	Mar. 12.	Mar. 12.
Amal. Leather.	100	—	—	—	—	3 1/2
Do. Pfd.	100	—	—	—	—	25 1/4
Amer. H. & L.	100	5	5	5	5	5 1/4
Do. Pfd.	300	29 1/2	29 1/2	29 1/2	29 1/2	31 1/8
Amer. Strs.	300	51 1/2	50 1/2	50 1/2	52	52
Armour A.	6,500	5 1/2	5 1/2	5 1/2	5 1/2	5 1/2
Do. B.	8,600	3 1/2	3	3 1/2	3 1/2	3
Do. Pfd.	700	58 1/2	58 1/2	58 1/2	58 1/2	58
Do. Del. Pfd.	800	75	75	75	75	75
Beecham Pack.	400	63	63	63	65	65
Chick. C. Oil.	300	25	25	25	26 1/2	26 1/2
Childs Co.	3,000	64	62	63 1/2	63	63
Cudahy Pack.	1,300	45 1/2	45	45 1/2	45 1/2	45 1/2
First Nat. Strs.	2,800	53 1/2	52 1/2	53 1/2	52 1/2	52 1/2
Gen. Foods	29,200	50 1/2	50 1/2	50 1/2	51 1/2	51 1/2
Gabel Co.	5,100	17 1/2	15 1/2	18 1/2	15 1/2	15 1/2
G.T.A. & P. Ist Pfd.	150	117 1/2	117	117	117 1/2	117 1/2
Do. new	200	220 1/4	220 1/4	220 1/4	224 1/4	224 1/4
Hormel, G. A.	600	27 1/2	27 1/2	27 1/2	27 1/2	27 1/2
Hygrade Food.	1,500	10 1/4	10 1/4	10 1/4	10 1/4	10 1/4
Kroger G. & B.	15,600	39	38 1/2	38 1/2	39 1/2	39 1/2
Lobby McNeill.	8,000	19 1/2	19	19	19	19
MacMarr Strs.	1,100	18 1/2	18 1/2	18 1/2	18	18
M. & H. Pfd.	1,050	39	38	39	39	40
Morrell & Co.	1,600	63 1/2	63 1/2	63 1/2	68 1/2	68 1/2
Nat. Leather.	650	1 1/2	1 1/2	1 1/2	1 1/2	1 1/2
Nat. Tea.	2,800	34	32 1/2	32 1/2	35 1/2	35 1/2
Proc. & Gamb.	7,500	68 1/2	67 1/2	68 1/2	66	66
Rath Pack.	350	24 1/2	24 1/2	24 1/2	25 1/2	25 1/2
Safeway Strs.	3,200	101 1/2	99 1/2	100 1/2	101 1/2	101 1/2
Do. 6% Pfd.	150	96	96	96	96 1/2	96 1/2
Do. 7% Pfd.	210	108 1/2	108 1/2	108 1/2	108 1/2	108 1/2
Strauss-R. Strs.	1,000	17	16	17	17 1/2	17 1/2
Swift & Co.	—	—	—	—	—	125
Do. Int.	8,300	34	34 1/2	31 1/2	32	32
Trum. Pork.	300	24 1/2	24 1/2	24 1/2	24 1/2	24 1/2
U. S. Cold Stor.	100	40	40	40	40	40
U. S. Leather.	1,100	9 1/2	9	9 1/2	9 1/2	9 1/2
Do. A.	1,400	17 1/2	17 1/2	17 1/2	18 1/2	18 1/2
Do. Tr. Pfd.	1,800	78 1/2	77 1/2	77 1/2	80 1/2	80 1/2
Wesson Oil.	1,100	25 1/2	25 1/2	25 1/2	26 1/2	26 1/2
Do. Pfd.	1,000	55 1/2	55 1/2	55 1/2	54 1/2	54 1/2
Wilson & Co.	—	—	—	—	—	4
Do. A.	—	—	—	—	—	8 1/2
Do. Pfd.	800	48	48	48	50	50

# Provision and Lard Markets

## WEEKLY REVIEW

**Market Active—Undertone Steadier—Technical Position Better—Hogs Barely Steady—Hog Run Fair—Cash Trade Moderate—Lard Stocks Comparatively Light.**

The market for hog products, after establishing new season's lows under persistent selling and liquidation, developed a sold-out position and steadied this week. This was particularly true of lard. This market scored a fair recovery from the inside figure under renewed commission house buying and profit taking, a let-up in hedge pressure and a rally in grains. The advance brought about larger offerings, but sentiment appeared to have taken a change for the better, influenced somewhat by the moderate comparative lard stocks and the better tone in financial markets, particularly a plentiful supply of money at lower interest rates.

While broader outside buying power was in evidence, the trade was slow to follow the bulges. This was due to a barely steady tone in hogs and a fairly good hog run to western markets. At the same time, reports indicated a moderate volume of cash trade passing, although distribution of edible fats continued on a rather good scale, everything considered. The favorable spread between corn and hogs continued. This situation appears to be creating the impression in some circles that the spread in favor of hogs will lead to increased breedings and larger available supplies later in the present year.

### Lard Stocks Smaller.

Cold storage holdings of lard on March 1 were officially placed at 112,715,000 lbs., against 173,864,000 lbs. last year, and a five-year March 1 average of 120,024,000 lbs. The stocks of meats at the beginning of this month were 974,501,000 lbs., compared with 1,128,128,000 lbs. last year, and a five-year March 1 average of 964,370,000 lbs. The lard stocks at Chicago, on March 15 totaled 46,508,000 lbs., an increase of 1,915,000 lbs. the first half of March. The stock in mid-March last year was 101,734,000 lbs.

The outward movement of lard comparatively was fair. Official exports for the week ended March 8 were 13,082,000 lbs., against 13,254,000 lbs. the same week last year. During the week, 4,717,000 lbs. went to the United Kingdom, 2,240,000 lbs. to Germany, 1,887,000 lbs. to the Netherlands, 1,674,000 lbs. to other European destinations, 1,459,000 lbs. to Cuba and 1,105,000 lbs. to other countries. The shipments of hams and shoulders for the week were 1,136,000 lbs., against 719,000 lbs. last year; bacon, 3,873,000 lbs., against 2,853,000 lbs. last year; pickled pork, 309,000 lbs., against 345,000 lbs. the same week a year ago.

The slaughtering of hogs at 64 leading markets during February totaled

3,790,779 head, a decrease of 209,245 head compared with February last year.

### Hog Prices Lower.

The condition of livestock on western ranges showed slight gains during February due to mild weather and more favorable range conditions according to the U. S. Department of Agriculture. The condition of the ranges was 83 per cent of normal, compared with 79 per cent the previous month and 79 per cent a year ago. The condition of cattle was 84 per cent of normal, compared with 83 per cent the previous month and 84 per cent a year ago. The condition of sheep was 88 per cent against 86 per cent the previous month and 86 per cent a year ago.

The average price of hogs at Chicago at the beginning of this week was 9.80c, compared with 10.45c a week ago, and 11.85c a year ago. The average weight of hogs received at Chicago last week was 234 lbs., against 231 lbs. the previous week, 239 lbs. a year ago and 238 lbs. two years ago.

**PORK**—A fairly good demand and a steady tone featured the market for pork in the East. Mess at New York was quoted at \$30.50; family, \$33.50; fat backs, \$22.00@28.00.

**LARD**—The market was irregular, but trade on the whole was fair. At New York, prime western was quoted at \$10.70@10.80; middle western, \$10.50@10.60; city 10½c; refined continent, 10½c; South America, 11½c; Brazil kegs, 12½c; compound, car lots, 10½c@10½c; smaller lots, 10½c@11c. At Chicago, regular lard in round lots was quoted 12½c under May; loose lard, 90c under May; leaf lard, 122½c under May.

**BEEF**—While demand was reported fair in the East the tone of the market was rather steady. At New York, mess was quoted at \$25.00; packet, \$25.00@26.00; family, \$28.00@29.00; extra India mess, \$42.00@44.00; No. 1 canned corned beef, \$3.10; No. 2, \$5.50; 6 lbs. South America, \$16.75; pickled tongues, \$70.00@75.00 per barrel.

See page 39 for later markets.

### CHICAGO MID-MONTH STOCKS.

Stocks of provisions in Chicago at the close of business on March 14, 1930:

	Mar. 14, 1930.	Feb. 28, 1930.	Mar. 14, 1929.
Mess pork, new, made since Oct. 1, '29, lbs. ....	237	371	328
Mess pork, made Oct. 1, '28, to Oct. 1, '29 ....	53	53	.....
P. S. lard, made since Oct. 1, '29, lbs. ....	36,005,161	33,675,406	88,079,653
P. S. lard, made Oct. 1, '28, to Oct. 1, '29 ....	1,845,000	1,871,000	3,185,001
Other kinds of lard 8,007,995	8,007,995	9,047,000	10,409,237
Short rib sides, made since Oct. 1, '29, lbs. ....	.....	.....	1,235,320
D. S. clear bellies, made since Oct. 1, 1929 ....	16,539,280	16,565,024	20,788,703
D. S. clear bellies, made previous to Oct. 1, 1929	230,000	317,100	1,800,474
D. S. rib bellies, made since Oct. 1, 1929 ....	800,035	559,102	2,007,291
Extra short clear sides, made since Oct. 1, '29, lbs. ....	65,881	65,140	248,011

### DANISH BACON EXPORTS.

Exports of Danish bacon for the week ending Mar. 15, 1930, amounted to 5,155 metric tons, compared with 4,722 metric tons for the same period of 1929.

## Packer Admits Trade Code Violation in Offering Premiums with Hams

If packers violate their code of trade practice, adopted unanimously by the industry at the Institute convention last fall, they will be "brought to book."

The first citation by government officials was reported several weeks ago by THE NATIONAL PROVISIONER, a livestock buying rule violation. The packer involved promised he wouldn't do it again.

The second case was settled within the industry. A complaint received by the Institute of American Meat Packers, charging a packer with offering premiums with products, was called to that packer's attention by his trade association without recourse to government citation.

The packer admitted his guilt, said it was an oversight, and promised not to do it again. The matter is reported in a bulletin to Institute members by President Woods as follows:

Complaint No. 2 received under the plan to aid observance of the Code of Trade Practices alleged the offering by a packer of a metal bank to everyone purchasing a whole ham, the alleged offering being made through a dealer in an advertisement.

The complaint was mailed to the respondent on March 12, 1930. On March 13 the respondent answered by a forthright letter, of which the following is an abridgement:

"We plead guilty to the charge made in the formal complaint . . . We are getting hold of the parties interested and will cease and desist immediately.

"I am sure that it was done without giving a thought to the Code of Trade Practices which we signed and agreed to abide by. This instance will put us all on our guard, and I sincerely hope that this is the first and only charge that will be made against us; at least, we are going to try to see that no one has another opportunity of making a charge."



## TRADE GLEANINGS

Work has started on two additions to the Weil Packing Co. plant, Evansville, Ind. Estimated cost, \$25,000. It is expected that the buildings will be completed about May 1.

The Producers' Cotton Oil Co., Fresno, Cal., announce that they will spend \$100,000 on equipment for the recently-acquired Bear State Packing Co. plant at Calwa, Cal.

A site has been purchased for the municipal abattoir to be erected at Austin, Tex. It is planned to have the plant in operation by fall.

Henry Ehms, Inc., Detroit, Mich., sausage manufacturer, has incorporated with a capital stock of \$35,000.

Dennison & Co., Tacoma, Wash., canners of chicken meat and allied products, has been incorporated. Capital stock, \$25,000.

Chris Schmidt Packing Co., Detroit, Mich., has been incorporated. Capital stock, \$50,000.

The Purity Sausage Co., Mankato, Minn., has been incorporated with a capital stock of \$30,000. Incorporators, John Fischer, J. J. Donovan, E. Fischer.

## PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended Mar. 15, 1930:

	Week ended—				Jan. 1, '30 to Mar.
	Mar. 15, 1930.	Mar. 8, 1930.	Mar. 1, 1930.	Mar. 15, 1930.	
Total	1,151	647	1,136	15,092	243
To Belgium	928	410	806	12,150	106
Other Europe	58	10	58	576	106
Cuba	165	217	212	2,617	106
Other countries	165	217	212	2,617	106

## BACON, INCLUDING CUMBERLANDS.

Total	4,323	2,073	3,873	34,378
To Germany	206	173	85	1,297
United Kingdom	3,604	1,823	3,163	23,470
Other Europe	347	479	451	6,553
Cuba	80	81	20	1,458
Other countries	80	117	154	1,500

## LARD.

Total	12,508	11,523	13,082	165,562
To Germany	3,731	2,404	2,240	39,873
Netherlands	908	942	1,887	9,377
United Kingdom	5,440	4,845	4,717	57,219
Other Europe	245	1,040	1,674	15,206
Cuba	1,275	931	1,450	22,411
Other countries	819	1,361	1,105	21,476

## PICKLED PORK.

Total	144	184	309	4,401
To United Kingdom	20	18	63	523
Other Europe	5	20	5	478
Canada	97	103	216	1,329
Other countries	22	43	25	2,161

## TOTAL EXPORTS BY PORTS.

	Week ended Mar. 15, 1930.			
	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	1,151	4,323	12,508	144
Boston	257	180	322	15
Detroit	508	680	1,036	18
Port Huron	108	105	505	75
Key West	50	—	517	3
New Orleans	34	84	1,577	19
New York	104	3,294	7,888	14
Philadelphia	—	—	983	—

## DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.			
	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.	
Exported to:				
United Kingdom (Total)	928	3,604	—	
Liverpool	563	2,382	—	
London	228	468	—	
Manchester	2	—	—	
Glasgow	132	408	—	
Other United Kingdom	3	256	—	
Exported to:				
Germany (Total)	3,731	—	—	
Hamburg	3,731	—	—	

## JANUARY MEAT EXPORTS.

Domestic exports of specific classes of meats and meat products from the United States during January, 1930, are officially reported by the U. S. Bureau of Foreign and Domestic Commerce as follows:

	Lbs.	Value.
Beef, fresh	246,054	\$ 56,916
Beef, pickled or cured	740,069	89,480
Pork carcasses	572,015	84,110
Loins and other fresh pork	1,932,241	340,268
Wiltshire sides	424,385	61,429
Hams and shoulders	9,491,277	1,818,504
Bacon	13,324,211	2,036,162
Cumberland sides	502,073	88,648
Pickled pork	2,991,639	418,569
Mutton and lamb	65,909	14,329
Sausage	229,471	85,991
Lard	73,291,519	8,293,308
Neutral lard	1,895,876	224,750
Meat ext. and bouillon cubes	16,106	31,709

Shipments from the United States to non-contiguous territories:

Alaska—Beef, fresh, 172,311 lbs.; beef, pickled or cured, 1,691 lbs.; mutton and lamb, 24,768 lbs.; sausage, 14,089 lbs.

Hawaii—Beef, fresh, 28,626 lbs.; beef, pickled or cured, 1,125 lbs.; pork carcasses, fresh or frozen, 38,402 lbs.; loins and other fresh pork, 94,189 lbs.; hams and shoulders, 116,004 lbs.; bacon (except pickled), 29,245 lbs.; pickled pork, 47,468 lbs.; mutton and lamb, 7,698 lbs.; sausage, 95,189 lbs.; lard, 15,034 lbs.; meat extract and bouillon cubes, 143 lbs.

Porto Rico—Beef, fresh, 17,016 lbs.; beef, pickled or cured, 1,237 lbs.; loins and other fresh pork, 20,130 lbs.; hams and shoulders, 539,290 lbs.; bacon (except pickled), 37,517 lbs.; pickled pork, 1,554,478 lbs.; mutton and lamb, 1,885 lbs.; sausage, 116,745 lbs.; lard, 2,875-165 lbs.

## CAUSE OF HAM SOURING.

(Continued from page 27.)

two-thirds of the total slaughter in the United States, the entire present loss from sour hams is probably about a million dollars annually.

The indicated loss is preventable practically in its entirety.

## Must Chill Rapidly.

Experience has shown that rapid and thorough chilling immediately following slaughter is essential to the prevention of souring in cure. Scientific research has shown that the organisms which cause ham souring are present in the living hog. The causative organisms can not, therefore, be kept out of the meat or eliminated from it by any permissible treatment.

The comparative incidence of ham souring at the 13 plants bears no detectable relation to any factors other than the efficiency of the initial chilling and the temperatures maintained during the curing process. It bears no relation to locality, since wide differences are noted in two cases between plants located in the same city, buying hogs in the same public stockyards, and from the same adjacent territory.

The quantities of salt used in curing are approximately equivalent at all 13 plants. The variations in the salt strength of the curing solutions used bear no relation to the incidence of souring.

## Watch Chilling Practices.

Incidence is not affected by the quantities of sodium nitrite or nitrate used. The lowest incidence was at a plant using sodium nitrate as a color fixative, the next lowest at one using sodium

nitrite. The highest incidence was at a plant which uses sodium nitrite and sodium nitrate in combination, both in quantities which are liberal almost to the point of excess. The next highest was at a plant which also uses sodium nitrite and sodium nitrate in combination, but in more moderate proportions. The third was at a plant which uses sodium nitrate alone, and the fourth at one which uses sodium nitrate alone.

Variations in practice with respect to pumping, and strength of pumping pickle, were found to bear no relation to souring. The highest incidence occurred in a plant which makes use of a concentrated pumping pickle containing both sodium nitrite and sodium nitrate. The lowest incidence occurred in plants which pump lightly, in the shank only, with pumping pickle of moderate strength. All of the 13 plants are operated under the same standards of sanitation.

The records presented, therefore, confirm the opinion that ham souring is preventable, and indicate the need of attention to chilling at the time of slaughter and to the temperatures of the curing departments.

## EASTERN FERTILIZER MARKETS.

(Special Letter to The National Provisioner.)

New York, Mar. 19, 1930.—Sales of South American ground dried blood for March, April, and May shipment from South America were made as low as \$3.25 per unit c.i.f. U. S. ports. The market then quickly advanced, and bids are now being made at \$3.50 per unit with no offerings.

Domestic blood sold at around \$3.60 per unit basis f.o.b. New York, and it is now held at \$3.70 per unit f.o.b. with probably only one or two cars being offered at this figure.

Unground tankage sold at \$3.40 and 10c f.o.b. basis New York, and ground tankage at \$3.50 and 10c f.o.b. Stocks of this material are somewhat higher than normal for this time of the year, although it would not take very many orders to clean up the stocks on hand.

Cracklings, 60 per cent, sold at about 85c and 55 per cent at 82½c per unit f.o.b. New York, which are today's quotations.

## MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at New York for the week ended Mar. 14, 1930, according to the U. S. Bureau of Agricultural Economics:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef	90,540 lbs.	
Canada—Bacon	3,730 lbs.	
Canada—Sausage	206 lbs.	
Canada—Boneless veal	226 lbs.	
Canada—Pork loins	358 lbs.	
Canada—Meat products	846 lbs.	
Germany—Bacon	100 lbs.	
Germany—Sausage	4,461 lbs.	
Germany—Hams	3,247 lbs.	
Hungary—Bacon	31 lbs.	
Hungary—Sausage	155 lbs.	
Ireland—Bacon	5,371 lbs.	
Ireland—Ham	416 lbs.	
Italy—Sausage	6,947 lbs.	
Italy—Ham	14 lbs.	
Uruguay—Lard	103 lbs.	
Uruguay—Canned corned beef	223,867 lbs.	

## LARD AND GREASE EXPORTS.

Exports of lard from New York City, March 1 to March 19, 1930, totaled 22,219,143 lbs.; tallow, none; greases, 1,743,600 lbs.; stearine, none.



# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—The improvement in the tallow situation the previous week has not been sustained, and a softer undertone prevailed. Buying by one leading soaper subsided, and with increased offerings the market sagged to the previous season's lows, extra selling at 6½c f. o. b., with more supplies available at that figure. Notwithstanding the setback, demand from consumers is showing no signs of improvement.

The storage question is still a factor and is being watched closely. The decline has again created the impression that export interest in tallow may develop. While the undertone is none too steady, producers are not pressing sales and no important changes from present levels are looked for in the immediate future. Some business has passed at 6½c f. o. b., and while there is no important interest manifested in nearby supplies, consumers are reported willing to pay 7c for April. The disposition generally on the part of buyers is to await developments.

At New York, special loose was quoted at 6½c; extra, 6½c; edible, 7¼@7½c.

At Chicago, the market was quiet and barely steady, with offerings fair and buyers showing a tendency to hold off. At Chicago, edible was quoted at 7¼c; fancy, 7c; prime packer, 6½c; No. 1, 6¼c; No. 2, 5½c.

There was no London auction this week. At Liverpool, Australian tallow was steady. Fine was quoted at 39s; good mixed, 35s 6d.

**STEARINE**—The market was dull and easier in the East as a result of a slow demand. Oleo at New York was quoted at 8½c. At Chicago, demand was quiet and the market barely steady. Oleo was quoted at 8½@8½c.

**OLEO OIL**—An extremely steady tone again featured this market. Demand continues good, and there is no pressure of supplies. At New York, extra was quoted at 12¼@12½c; medium, 10½@11½c; lower grades, 10½c. At Chicago, extra was very steady at 11¼c.

See page 39 for later markets.

**LARD OIL**—Demand was fair at New York, particularly for nearby shipment, and the tone was steady. Edible was quoted at 13c; extra winter, 12½c; extra, 12c; extra No. 1, 11¼c; No. 2, 10½c.

**NEATSFOOT OIL**—Demand was only fair, but offerings were steadily held. At New York, pure was quoted at 13½c; extra, 11¼c; No. 1, 11c; cold test, 18c.

**GREASES**—The position of the grease markets in the East was easier the past week, being influenced by heaviness in the tallow market. Buyers showed a tendency to back away from offerings, but sellers were not pressing on the break. The position of the soap, as far as nearby greases were concerned, continued a factor. Supplies on hand are said to be plentiful, and storage space a problem. Reports indicated a fairly good trade was passing in soap, the manufacturer being in-

clined to book orders owing to the low levels prevailing for raw materials.

At New York, yellow and house were quoted at 5¼@6¼c according to quality; A white, 6¼@6½c; B white, 6@6¼c; choice white, 7¼@7½c.

At Chicago, a very quiet trade was reported in greases, with the tone barely steady. At Chicago, brown was quoted at 5½c; yellow, 5½@5½c; B white, 5½c; A white, 6c; choice white, all hog, 6¼c.

## By-Products Markets

Chicago, Mar. 30, 1930.

### Blood.

Demand is better. Last sales were at prices about steady with those of a week previous.

	Unit	Ammonia.
Ground and unground	.....	\$3.75@4.00

### Digester Feed Tankage Materials.

The market is quiet and not much trading is taking place except for good quality. Prices are nominal.

	Unit	Ammonia.
Unground, 11½ to 12½ ammonia	.....	\$3.75@4.25 & 10
Unground, 6 to 8½ ammonia	.....	2.75@3.00 & 10
Liquid stick	.....	3.50@3.75
Steam bone meal, special feeding, per ton	.....	@42.50

### Fertilizer Materials.

The market in fertilizer materials remains about steady with last week.

	Unit	Ammonia.
High grad. ground, 10@11½ am.	.....	@3.35 & 10
Low grad. and ungr., 6-9½ am.	.....	3.00@3.10 & 10
Hoof meal	.....	2.75@3.00
Bone tankage, low grad., per ton	.....	18.00@20.00

### Bone Meals (Fertilizer Grades).

The bone meal market showing but little activity. Few sales are being made.

Raw bone meal for feeding	.....	\$25.00
Steam, ground, 3 & 50	.....	27.00@30.00
Steam, unground, 3 & 50	.....	25.00@27.00

### Cracklings.

Demand continues good. Prices show little change from those of a week earlier.

	Per Ton.
Hard pressed and exp. unground, per unit protein	.....\$ .85@ .90
Soft prsd. pork, ac. grease & quality	55.00@60.00
Soft prsd. beef, ac. grease & quality	45.00@50.00

### Gelatine and Glue Stocks.

Trading continues slow in this market. Frozen scraps are being offered at 5c, with buyers' ideas somewhat lower.

	Per Ton.
Kip and calf stock	.....\$45.00@47.00
Hide trimmings	.....28.00@35.00
Horn pitbs	.....36.00@38.00
Cattle jaws, skulls and knuckles	.....35.00@36.00
Sinews, pizzles	.....@32.00
Pig skin scraps and trim., per lb.	.....4¼@4½c

## Horns, Bones and Hoofs.

	Per Ton.
Horns, according to grade	.....\$85.00@100.00
Mfg. shin bones	.....70.00@125.00
Cattle hoofs	.....35.00@36.00
Junk bones	.....27.00@28.00

(Note—Forecasting prices are for mixed carloads of unassorted materials indicated above.)

## Animal Hair.

There is some interest but most buyers have covered their requirement as is usual at this time of the year. A sales of processed, grey, summer is reported at 4½c.

Coil and field dried	.....1½@2½c
Processed, grey, summer, per lb.	.....4 @ 4½c
Processed, grey, winter, per lb.	.....5½ @ 5½c
Cattle switches, each*	.....3 @ 3½c

\* According to count.

## CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Mar. 18, 1930.—Extra tallow, f.o.b. seller's plant, 6½@6½c lb.; Manila coconut oil, tanks, New York, 6¼c lb.; Manila coconut oil, barrels, New York, 6¼c lb.; Cochiti coconut oil, barrels, New York, 9@9¼c lb.

P. S. Y. cottonseed oil, barrels, New York, 9½@10c lb.; crude corn oil, barrels, New York, 9½@10c lb.; olive oil foots, barrels, New York, 7½@8c lb.; 5 per cent yellow olive oil, barrels, New York, 85@90c gallon.

Crude soya bean oil, barrels, New York, 11@11½c lb.; palm kernel oil, barrels, New York, 9@9¼c lb.; red oil, barrels, New York, 10½@11c lb.; Nigre palm oil, casks, New York, 7½@7½c lb.; Lagos palm oil, casks, New York, 8½@8½c lb.; glycerine, soap-lye, 6¼@7c lb.; glycerine, C. P., 13¼@14c lb.; glycerine, dynamite, 10¼c lb.

## GRINDING BY-PRODUCTS.

Crushing, grinding and pulverizing by-products, from a power consumption standpoint, are expensive operations, some of the larger motors installed in a meat packing plant being used for these purposes. Reducing tankage, bones, cottonseed cake, cracklings, glue and glue stock, fertilizer materials, etc., in stages is the principle of a new line of crushers, grinders and pulverizers placed on the market recently by Stedman's Foundry and Machine Works, Aurora, Ind.

Reducing material by stages, it is claimed, is easier on the equipment and saves power over that required to do the work all at once. Products of more uniform quality also results. A bulletin describing in detail the type A, two-stage swing and ring hammer crushers, grinders and pulverizers has been issued recently by this company.

**THE KENTUCKY CHEMICAL MFG. CO., Inc.**  
COVINGTON, KY. Opposite Cincinnati, Ohio

**Buyers of Beef and Pork Cracklings**

**Both Soft and Hard Pressed**

## COTTON OIL SITUATION.

An analysis of the cottonseed oil situation for the months of August, September, October, November, December, 1929, and January and February, 1930, with comparisons, prepared by Aspengren & Co., follows:

## MOVEMENT OF COTTONSEED AT CRUDE OIL MILLS.

	1929-30.	1928-29.
On hd. begin. of season	41,006	21,972
August	239,538	175,643
September	920,318	865,691
October	1,487,577	1,536,083
November	703,046	1,011,656
December	56,192	685,172
January	321,230	414,705
February	287,464	161,020

Total 4,626,971 4,870,942

	1929-30.	1928-29.
August	122,035	74,116
September	488,680	421,362
October	806,904	910,576
November	785,271	864,453
December	618,821	698,667
January	695,551	747,740
February	520,030	512,083

Total 4,097,292 4,228,967

	1929-30.	1928-29.
On hand end of month.		
August	159,109	123,469
September	390,747	567,828
October	1,181,429	1,192,935
November	1,159,195	1,340,138
December	1,106,506	1,333,733
January	790,745	999,118
February	528,006	648,135

	1929-30.	1928-29.
Estimated seed receipts at crude mills season	5,221,650	5,084,631
On hand beginning of season	41,006	21,972
Total	5,263,256	5,106,603

Of which is so far crushed 4,097,292 4,228,967  
 Destroyed at mills 1,673 2,840  
 Seed on hand 528,006 648,135  
 Seed still to be received 636,285 226,991  
 528,006 tons seed on hand at 310 lbs. crude oil per ton is equivalent to 163,681,860 lbs. crude oil, which at 8 per cent refining loss, equals 150,587,311 lbs. refined oil, or 376,468 barrels.  
 636,285 tons seed still to be received at 310 lbs. crude oil per ton, is equivalent to 197,248,350 lbs. crude oil, which at 8 per cent refining loss, equals 181,468,482 lbs. refined oil, or 453,671 barrels.

## MOVEMENT OF CRUDE OIL AT CRUDE OIL MILLS.

	1929-30.	1928-29.
On hd. begin. of season	10,973,358	13,966,554
August	35,453,136	20,913,907
September	149,387,925	126,787,097
October	276,279,751	282,714,983
November	245,396,307	271,706,677
December	192,000,784	218,399,713
January	207,045,508	236,915,540
February	163,758,542	155,490,806

Total 1,280,295,461 1,336,901,250

	1929-30.	1928-29.
August	25,434,216	23,418,819
September	123,074,864	95,982,055
October	245,904,807	244,269,534
November	249,628,904	270,474,126
December	191,144,280	215,159,050
January	203,566,796	233,030,911
February	168,976,518	172,408,031

Total 1,207,730,454 1,254,741,626

## The Blanton Company

ST. LOUIS  
Refiners of

## VEGETABLE OILS

Manufacturers of

## SHORTENING

## MARGARINE

	1929-30.	1928-29.
August	20,992,378	11,461,642
September	47,395,539	42,296,184
October	77,680,283	80,712,113
November	73,447,656	81,944,664
December	74,304,151	85,185,329
January	77,782,983	89,070,858
February	72,565,907	82,159,653

## DISTRIBUTION CRUDE OIL HOLDINGS.

	Jan. 31, 1930.	Feb. 28, 1930.
At mills	77,782,983	72,565,907
At refineries	14,983,608	11,939,488
In transit to refineries and consumers	33,758,818	24,545,035

Total 126,525,409 109,069,560  
 109,069,560 lbs. crude oil at 8 per cent refining loss, equals 100,343,965 lbs. refined oil, or 250,869 barrels.

## CRUSH PER TON.

During February, 520,033 tons seed produced 163,758,542 lbs. crude oil, equivalent to 314.9 lbs. per ton, or 15.7 per cent. compared with 16.2 per cent last year.  
 Total, August, 1929 to February, 1930, 4,097,292 tons seed produced 1,207,730,454 lbs. crude oil, equivalent to 300.8 lbs. per ton, or 15.5 per cent, compared with 15.6 per cent last year.

## REFINED OIL.

	1929-30.	1928-29.
On hd. begin. of season	338,619,933	335,993,223
August	24,375,559	21,011,583
September	82,858,658	61,656,885
October	296,596,596	201,482,551
November	218,269,138	229,312,455
December	187,049,874	215,776,314
January	172,089,260	203,358,368
February	160,523,585	168,453,380

Total 1,390,382,693 1,437,024,739

	1929-30.	1928-29.
On hand end of month.		
August	128,073,565	122,519,827
September	142,757,799	136,533,420
October	148,919,953	138,025,104
November	124,125,908	129,790,408
December	91,557,095	103,955,994
January	129,198,429	126,469,091
February	113,177,350	112,275,978

Total 877,810,390 809,509,822

	1929-30.	1928-29.
On hand end of month.		
August	234,921,927	234,484,979
September	175,022,786	159,588,444
October	232,690,429	223,045,871
November	326,842,959	322,567,918
December	422,355,138	434,388,238
January	465,225,978	511,337,515
February	512,572,213	567,314,917

## DISTRIBUTION REFINED OIL HOLDINGS.

	Jan. 31, 1930.	Feb. 28, 1930.
At refineries	448,299,312	499,190,057
At other places	7,049,084	8,308,341
In trans. from refineries	9,877,582	5,073,815

Total 465,225,978 512,572,213

## AVERAGE REFINING LOSS.

During February, 176,587,016 lbs. crude oil yielded 160,523,585 lbs. refined oil, or 9.10 per cent loss, compared with 7.88 per cent loss last year.  
 Total, August, 1929 to February, 1930, 1,145,625,575 lbs. crude oil yielded 1,061,702,670 lbs. refined oil, or 8.19 per cent loss, compared with 7.76 per cent loss last year.

## SHIPMENTS OF REFINED OIL.

	1929-30.	1928-29.
August	613,030	894,022
September	436,629	805,930
October	461,070	919,308
November	490,373	865,488
December	456,571	599,080
January	446,872	752,500
February	Not available	748,203

Total Not available 5,545,537

	1929-30.	1928-29.
August	127,459,635	121,625,865
September	142,521,179	135,727,490
October	148,458,883	137,105,796
November	123,635,035	128,924,920
December	91,071,124	103,395,908
January	128,751,548	125,656,591
February	Not available	111,527,775

Total Not available 863,964,285

	1929-30.	1928-29.
August	128,073,565	122,519,827
September	142,757,799	136,533,420
October	148,919,953	138,025,104
November	124,125,908	129,790,408
December	91,557,095	103,955,994
January	129,198,429	126,469,091
February	113,177,350	112,275,978

Total 877,810,390 809,509,822

## REFINED OIL—SUMMARY IN BARRELS OF 400 POUNDS.

	1929-30.	1928-29.
Produced.		
Old crop stock	846,550	839,983
August	90,939	52,520
September	207,146	154,092
October	516,492	503,706
November	545,673	573,282
December	467,624	539,441
January	430,223	508,390
February	401,300	421,133

Total 3,475,956 3,592,562

	1929-30.	1928-29.
Consumed.		
August	320,184	306,300
September	356,894	341,333
October	372,300	345,063
November	310,314	324,476
December	228,804	259,890
January	322,996	316,023
February	282,943	280,690

Total 2,194,525 2,173,775

	1929-30.	1928-29.
On hand.		
August	587,305	586,212
September	437,557	398,971
October	381,749	557,614
November	817,108	806,420
December	1,055,838	1,085,971
January	1,163,095	1,278,344
February	1,281,431	1,418,787

Total 1,281,431 1,418,787

	1929-30.	1928-29.
Refined oil on hand	1,281,431	1,418,787
Seed on hand will produce	376,468	472,555
Crude oil on hand will produce	250,860	290,622
Seed still to be received will produce	453,671	205,041

Total 2,362,430 2,387,005

Less approximate carry over for end of season Aug. 1, 1930... 900,000

Available for coming five months 1,462,430 1,466,002

Mo. av. cons. for first 7 mos. 1,313,504 1,310,539

Mo. av. avail. for next 5 mos. 292,486 1,293,200

Mo. av. avail. for all 12 mos. 304,746 1,303,315

†Actual. \*Available.

## SHORTENING AND OIL PRICES.

Prices of shortening and salad and cooking oils on Thursday, Mar. 20, 1930, based on sales made by member companies of the Shortening and Oil Division of the National Cottonseed Products Association, were as follows:

Shortening.	Per lb.
North and Northeast:	
Carlots, 26,000 lbs.	@10%
3,500 lbs. and up	@11
Less than 3,500 lbs.	@11½
Southeast:	
3,500 lbs.	@10½
Less than 3,500 lbs.	@11
Southwest:	
Carlots, 26,000 lbs.	@10½
10,000 lbs. and up	@10%
Less than 10,000 lbs.	@11½
Pacific Coast:	@11½

Salad Oil.	Per lb.
North and Northeast:	
Carlots, 26,000 lbs.	@10½
5 bbls. and up	@10%
1 to 4 bbls.	@11½
South:	
Carlots, 26,000 lbs.	@10
Less than carlots	@10½
Pacific Coast:	@10½

Cooking Oil—White.	
¾c per lb. less than salad oil.	

Cooking Oil—Yellow.	
¾c per lb. less than salad oil.	

## COTTONSEED PRODUCT EXPORTS.

Exports of cottonseed products for the six months ended January 31, 1930, with comparisons for 1929, are reported by the U. S. Census Bureau:

	1929.	1930.
Oil, crude, lbs.	14,583,947	13,087,856
Oil, refined, lbs.	2,935,645	4,797,334
Cake and meal, tons	147,551	217,850
Linters, running bales.	65,129	103,345

# Vegetable Oil Markets

## WEEKLY REVIEW

**Trade Fair—Market Steadier—Cash Business Moderate—Crude Firmer—Outside Markets Better—Government Report Standoff.**

While the volume of trade in cotton oil futures on the New York Produce Exchange the past week, was only fair, a distinctly better tone prevailed, the market showing a recovery of 30 to 40 points from the lows of the month, which were also the low point of the season. A let-up in selling pressure, both from refiners and in the way of liquidation, served to steady the market. There was also a better tone in the outside markets, particularly cotton. The Government oil report had very little influence either way, the satisfactory February distribution being offset somewhat by larger seed than generally anticipated arrivals last month.

Commission house interest continued on both sides, but the technical position of the market was better and asserted itself quickly when allied markets displayed a tendency to rally. Buying power, however, did not readily follow the bulges, and when professional shorts had covered, a weakened technical position asserted itself by a moderate set-back from the highs.

On the advance, pit observers said there was some selling. It was evident that ring sentiment continued divided, a majority looking upon the market as in debatable ground at the present level. There is a tendency, however, to keep a watchful eye upon the outside markets, but more of a tendency amongst the trade to anticipate a fairly good reduction in the new cotton acreage.

### Higher Lard Helps Oil.

Longs in the May delivery continued to transfer their interest in a fair way to the futures, mainly to September. There was buying at times that looked like lifting of hedges against cash business, while on the upturn there appeared to be some new hedge pressure on the late months. The volume of hedging pressure on the market, however, was not very great, as crude came out in a moderate way only, the mills showing an inclination to await

better levels apparently inspired by the cotton firmness.

The development of a better tone in lard and grains was helpful to oil, although there was little or no evidence of any particular activity in cash oil trade. Cash handlers, however, noted a little more interest from consumers and were of the opinion that a broader demand would materialize shortly, particularly if values held or the market scored further gains. In the Southeast, crude rallied to 7 1/4c sales; Valley, 7 1/4c sales and bid; Texas, 7c bid. The crude markets showed a recovery of 1/4c from the recent levels.

The U. S. Department of Agriculture announced that the boll weevil hibernation reports had been discontinued.

The question of the probable seed arrivals from March 1 to the end of the

season continued to puzzle some in the trade, but in most leading quarters, there is a tendency to feel that the ultimate total seed receipts at the mills for the season will be materially below what they should have been from a crop of cotton such as was produced this season.

### February Consumption Up.

The February consumption 283,000 bbls. compared with 281,000 bbls. last year, making consumption the first seven months 2,194,000 bbls., against 2,174,000 bbls. the same time last year. The visible stocks at the beginning of March were 1,909,000 bbls. against 2,182,000 bbls. the same time last year, so that statistically the position of the market is satisfactory. With the season of heaviest consumption rapidly approaching, the possibilities of continued good distribution of cotton oil remains favorable, unless seed receipts are unusually large the balance of the season.

The possibilities of a smaller carry-over of cotton oil at the end of this season than the previous one is rather favorable. And with prospects of a cotton acreage reduction of 5 to 10 per cent and the fact that the lard stocks are materially below the same time last year, would appear to furnish a better foundation for the market at these levels.

The weekly weather report said that with the exception of some southeastern sections, conditions were generally favorable in the cotton belt the past week and much preparation of soil for planting was accomplished, with field work well up generally. Planting continued in Texas and is started in the northern portions of the eastern part of that state, nearly to the red River, with good stand in the extreme south. Planting has already begun in the Imperial Valley of California, but progressed slowly in the southeastern districts.

**COCOANUT OIL**—While little or no demand was in evidence at New York, the tone ruled fairly steady, with New York tanks quoted at 6 1/2@6 3/4c. At the Pacific Coast, tanks were quiet at 6 1/2c, with shipment to the end of the year quoted at 6 1/2c.

**CORN OIL**—While the market was

## SOUTHERN MARKETS

### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Mar. 20, 1930.—Cotton oil contracts have been responsive to higher cotton, lard and corn, moving upward a few points daily. Today's final ginning report is likely to stabilize the market until more definite developments in major commodities bring about a decided change. Prime bleachable is steady at 8c lb. loose New Orleans, with a premium bid for May shipment. Crude is a shade higher. Texas and Oklahoma, 7c; Valley, 7 1/4c. Largest buyers are indifferent due to a surplus of fats and poor business for March so far.

### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Mar. 20, 1930.—Crude cottonseed oil, 7@7 1/4c; 41 per cent protein cottonseed meal, \$33.75@34.00; loose cottonseed hulls, \$6.00@7.00. Weather clear and pleasant.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Mar. 20, 1930.—Prime cotton seed nominal; prime crude oil, 7c; 43 per cent cake and meal, \$39.00; hulls, \$13.00; mill run linters, 1 1/2@3c.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

**G. H. Hammond Company**

Chicago, Illinois

**HAMMOND'S**  
**Mistletoe**  
**MARGARINE**



quiet, the undertone was steadier and offerings limited. At New York, tanks were quoted at 7½c f. o. b. mills.

**SOYA BEAN OIL**—With little or no business in evidence anywhere, soya bean oil continued in a nominal position. Pacific Coast tanks quoted at 9c.

**PALM OIL**—A rather quiet trade was generally reported in this market. Consumers appear well supplied, for the time being at least, but on the other hand, offerings are not pressed for sale. At New York, spot Nigre was quoted at 7c; shipment Nigre, 6.55 @ 6.60c; spot Lagos, 7¼c; shipment Lagos, 6.85c.

**PALM KERNEL OIL**—Aside from a routine trade, business was limited and the tone about steady. At New York, tanks quoted at 7.15c; bulk oil, at 6¼c.

**OLIVE OIL FOOTS**—While a fair consuming inquiry was reported in the market, particularly for deferred shipments, no particular activity was in evidence, although the tone was steady. At New York, spot foots were quoted nominally at 7@7½c; shipment to July, 6¼c; later shipment, 7c.

**RUBBERSEED OIL**—Market purely nominal.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Market nominal.

**COTTONSEED OIL**—Demand for store oil was rather slow, but the undertone was steadier with futures. Spot oil was quoted nominally at ¼c over May. Southeast crude, 7¼c sales; Valley, 7¼c bid; Texas, 7c bid.

**COTTONSEED OIL**—Market transactions at New York:

Friday, March 14, 1930.

	Range— Sales. High. Low.	Closing— Bids. Asked.
Spot .....	830 a	870
Mar. ....	830 a	870
Apr. ....	845 a	870
May ....	4800 862 856	862 a 864
June ....		865 a 880
July ....	2700 890 880	887 a 890
Aug. ....		895 a 905
Sept. ....	5200 907 900	906 a 910
Oct. ....		905 a 910

The Procter & Gamble Co.  
refiners of all grades of

**COTTONSEED  
OIL**

PURITAN—Winter Pressed Salad Oil  
BOREAS—Prime Winter Yellow  
VENUS—Prime Summer White  
STERLING—Prime Summer Yellow  
WHITE CLOVER—Cooking Oil  
MARIGOLD—Cooking Oil  
JERSEY—Butter Oil

HARDENED COTTONSEED OIL—for Short-  
enings and Margarines  
(58°-60° titre)

COCOANUT OIL  
MOONSTAR—Cocoanut Oil  
P & G SPECIAL (hardened) Cocoanut Oil

General Offices, Cincinnati, Ohio  
Cable Address: "Procter"

Total sales, including switches, 12,700  
bbls. P. Crude S. E. 7c Bid.

Saturday, March 15, 1930.

Spot .....	830 a	870
Mar. ....	830 a	870
Apr. ....	845 a	865
May ....	500 861 858	859 a 858
June ....		860 a 870
July ....	1300 886 882	884 a 882
Aug. ....		890 a 896
Sept. ....	300 906 906	901 a 905
Oct. ....	100 900 900	900 a

Total sales, including switches, 2,200  
bbls. P. Crude S. E. 7c Bid.

Monday, March 17, 1930.

Spot .....	840 a	875
Mar. ....	840 a	875
Apr. ....	860 a	875
May ....	1500 871 868	869 a 871
June ....		875 a 885
July ....	900 897 888	887 a
Aug. ....		903 a 910
Sept. ....	900 914 905	914 a 916
Oct. ....		914 a 917

Total sales, including switches, 3,300  
bbls. P. Crude S. E. 7c Bid.

Tuesday, March 18, 1930.

Spot .....	840 a	885
Mar. ....	845 a	885
Apr. ....	860 a	885
May ....	100 875 875	878 a 881
June ....		882 a 895
July ....	400 903 898	903 a 902
Aug. ....	200 916 915	916 a 915
Sept. ....	900 922 915	922 a
Oct. ....	100 915 915	922 a 927

Total sales, including switches, 1,700  
bbls. P. Crude S. E. 7¼c Sales.

Wednesday, March 19, 1930.

Spot .....	850 a	880
Mar. ....	855 a	880
Apr. ....	865 a	880
May ....	2000 882 878	877 a 880
June ....		880 a 890
July ....	2000 907 902	903 a
Aug. ....	500 920 920	914 a 917
Sept. ....	4000 926 922	922 a
Oct. ....		922 a 926

Total sales, including switches, 8,500  
bbls. P. Crude S. E. 7¼c Sales.

Thursday, March 20, 1930.

Spot .....	850 a	880
Mar. ....	855 a	880
Apr. ....	865 a	880
May ....	877 875	875 a 877
June ....		880 a 890
July ....	903 900	900 a
Aug. ....		910 a 914
Sept. ....	921 918	919 a
Oct. ....		918 a 921

See page 39 for later markets.

**The Edward Flash Co.**

17 State Street  
NEW YORK CITY

**Brokers Exclusively  
ALL VEGETABLE OILS**

In Barrels or Tanks  
**COTTON OIL FUTURES**  
On the New York Produce Exchange

## NEW ORLEANS OIL MARKETS.

(Special Report to The National Provisioner.)

New Orleans, La., Mar. 17, 1930.—The undertone of oil has been very steady, helped by advances in cotton and in spite of weakness in lard which developed late last week.

Near positions have been strong. March sold at \$7.80; May at \$7.73. This indicates a lack of free offering of crude by holders, while speculators are in fear that the supply is ample and crude values will not hold.

Refiners are buying only from hand to mouth, although sales of their product and compound lard seem of large volume. It would seem an improvement in values could be possible.

## MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Mar. 19, 1930.—Cottonseed was slightly easier Wednesday, and bids lowered an average of 25c toward the last, in reflection of easier cotton and a continuation of steady tenders against the March option. These have totaled at tonight's close 1,500 tons, today's deliveries originating in nearby Arkansas territory, showing an oil premium averaging 4 per cent, or just about the freight from origin to Memphis.

Certification costs against the Memphis futures, including commission, total only 58c per ton on deliveries in cars. Present premiums maintained by the futures will undoubtedly continue to attract deliveries from the Memphis territory until such time as general paying prices are advanced to more nearly a normal difference with the futures, or until sufficient selling is attracted by the holders of actual seed to put the nearby options more nearly on a basis of general bids for the actual plus freights, commissions and certification charges.

Cottonseed meal opened sharply higher, with April up to \$32.75 later to \$33.00, and finally to \$33.05, near the close, while May traded gradually up to \$33.40, June to \$33.50, and July at \$33.75 in mid-season.

Mill selling of the actual continues in fair volume but at price levels closely following the futures, particularly on the upturns, and trade buying seems to have been somewhat more general in the past few days.

The upward trend in the Memphis futures apparently accounts for this increased buying to a large extent, but local opinion is rather evenly divided at tonight's close. Some expressed the opinion that the advance had gone far enough for the time being, and May went over on offer at \$33.50.

## COCOANUT OIL IMPORTS.

Imports of copra into the United States during the month of January, 1930, amounted to 36,975,223 lbs.; value \$1,808,982. Cocoanut oil imports totaled 37,702,646 lbs.; value \$2,551,434. The chief sources of supply were the Philippine Islands and British Malaya.

## HULL OIL MARKET.

Hull, England, Mar. 19, 1930.—(By Cable.)—Refined cottonseed oil, 30s 9d; Egyptian crude cottonseed oil, 27s 9d.



# The Week's Closing Markets

## FRIDAY'S CLOSINGS

### Provisions.

Hog products were steady the latter part of the week on smaller hog arrivals, and a better tone in grains. There was scattered absorption, but hedge pressure was moderate and cash trade checked rallies.

### Cottonseed Oil.

Cotton oil was quiet and steadier on lighter offerings and owing to a better outside tone and scattered covering. Refiners' selling of September checked rallies. Cash oil trade improving; Southeast crude, 7½¢; Valley, nominal; Texas, unquoted.

Quotations on cottonseed oil at New York Friday noon were: March, \$8.55@8.85; April, \$8.65@8.85; May, \$8.80@8.84; June, \$8.85@8.95; July, \$9.05@9.07; Aug., \$9.17@9.19; Sept., \$9.24@9.26; Oct., \$9.24@9.26.

### Tallow.

Tallow, extra, 6½¢.

### Stearine.

Stearine, oleo, 8½¢.

## FRIDAY'S GENERAL MARKETS.

New York, Mar. 21, 1930.—Lard, prime western, \$10.70@10.80; middle western, \$10.65@10.75; city, 10½¢; refined continent, 10½¢; South American, 11½¢; Brazil kegs, 12½¢; compound, 10½¢.

## CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers, week ended Mar. 13, 1930, with comparisons, as reported by the Dominion Live Stock Branch:

### BUTCHER STEERS.

1,000-1,200 lbs.

	Week ended Mar. 13.	Prev. week.	Same week. 1929.
Toronto	\$10.50	\$10.70	\$10.00
Montreal	10.75	10.50	10.50
Winnipeg	10.00	10.25	9.00
Calgary	10.00	10.00	8.50
Edmonton	10.00	10.00	8.50
Prince Albert	8.50	9.00	8.25
Moose Jaw	10.50	9.25	9.00
Saskatoon	9.00	9.50	8.50

### VEAL CALVES.

	Week ended Mar. 13.	Prev. week.	Same week. 1929.
Toronto	\$15.00	\$15.00	\$17.50
Montreal	14.00	14.50	13.50
Winnipeg	15.00	15.00	15.00
Calgary	14.00	15.00	12.50
Edmonton	13.00	13.00	13.00
Prince Albert	9.00	9.00	9.00
Moose Jaw	13.00	13.00	12.00
Saskatoon	12.00	12.00	12.00

### SELECT BACON HOGS.

	Week ended Mar. 13.	Prev. week.	Same week. 1929.
Toronto	\$14.00	\$14.50	\$12.50
Montreal	14.25	14.50	12.50
Winnipeg	12.25	12.85	11.50
Calgary	12.50	12.50	11.50
Edmonton	11.85	12.50	11.55
Prince Albert	12.05	12.75	11.50
Moose Jaw	12.05	12.75	11.40
Saskatoon	12.05	12.05	11.30

### GOOD LAMBS.

	Week ended Mar. 13.	Prev. week.	Same week. 1929.
Toronto	\$13.00	\$13.00	\$15.75
Montreal	10.50	10.50	11.00
Winnipeg	11.00	11.00	13.00
Calgary	11.00	11.00	12.50
Edmonton	10.50	10.50	13.00
Prince Albert	9.00	8.75	9.00
Moose Jaw	9.50	9.50	12.25
Saskatoon	9.00	9.00	9.00

Watch "Wanted" page for bargains.

## BRITISH PROVISION MARKETS.

(By Cable to The National Provisioner.)

Liverpool, Mar. 21, 1930. — General provision market dull, very little doing. Demand for hams, picnics and lard poor. Demand for square shoulders fair.

Friday's prices were as follows: Hams, American cut, 93s; Liverpool shoulders, square, 84s; hams, long cut, 97s; picnics, 72s; short backs, 88s; bellies, clear, 78s; Canadian, 105s; Cumberland, 97s; Wiltshires, 92s; spot, lard, 54s.

## EUROPEAN PROVISION CABLES.

The market at Hamburg was somewhat weaker during the week ended March 15, 1930, according to cable advices to the U. S. Department of Commerce. Receipts of lard for the week were 1,230 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 87,000 at a top Berlin price of 16.01 cents a pound, compared with 81,000, at 17.30 cents a pound, for the same week of last year.

Rotterdam prices decreasing for lard, refined, and extra neutral lard; demand medium. Premier jus market somewhat weaker. Prime oleo oil steady; some demand for April shipments.

The market at Liverpool was rather quiet. Consumptive demand was only fair.

The total of pigs bought in Ireland for bacon curing was 13,000 for the week as compared with 19,000 for the corresponding week of last year.

The estimated slaughter of Danish hogs for the week ending March 14,

1930, was 92,000, as compared with 91,000 for the corresponding week of last year.

## BRITISH PROVISION IMPORTS.

Imports of provisions into Liverpool during February, 1930, as reported by the Liverpool Provision Trade Association:

	Feb., 1930.
Bacon, including shoulders, lbs.	6,940,528
Hams, lbs.	4,172,806
Lard, tons	1,983

The approximate weekly consumption ex-Liverpool stocks for the months given is reported as follows:

	Bacon, lbs.	Ham, lbs.	Lard, tons.
Feb., 1930	1,228,840	1,826,024	425
Jan., 1930	1,516,928	904,176	444
Feb., 1929	1,152,308	1,032,304	472

## LIVERPOOL PROVISION STOCKS.

Stocks of provisions on hand at Liverpool on February 28, 1930, with comparisons, as estimated by the Liverpool Provision Trade Association, were as follows:

	Feb. 28, 1930.	Jan. 31, 1930.	Feb. 28, 1929.
Bacon, lbs.	3,818,528	1,826,028	3,004,160
Hams, lbs.	1,112,832	1,367,920	1,003,216
Shoulders, lbs.	58,128	12,656	89,000
Lard, tierces	1,046	652	235
Lard, refined, tons.	1,442	1,422	2,220

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to March 19, 1930, show exports from that country were as follows: To England, 9,406 quarters; to the Continent, 22,540 quarters.

Exports of the previous week were as follows: To England, 140,841 quarters; to the Continent, 87,552 quarters.

## PRODUCTION AND CONSUMPTION OF COTTONSEED AND PRODUCTS.

Cottonseed received, crushed and on hand, and cottonseed products manufactured, shipped out, on hand and exported for seven months ended February 28, 1930, compared with a year ago, as reported by the U. S. Census Bureau:

### COTTON SEED RECEIVED, CRUSHED, AND ON HAND (TONS).

	Received at mills* Aug. 1 to Feb. 28, 1930.	Crushed Aug. 1 to Feb. 28, 1929.	On hand at mills Feb. 28, 1929.
United States	4,585,365	4,857,970	4,097,292
Alabama	289,955	258,482	4,228,067
Arizona	62,075	61,042	224,021
Arkansas	410,711	383,033	20,683
California	117,031	87,193	809
Georgia	392,840	385,046	56,618
Louisiana	218,063	203,720	334,212
Mississippi	734,378	690,372	78,000
North Carolina	235,480	290,739	334,212
Oklahoma	348,113	377,173	61,441
South Carolina	174,213	197,189	35,003
Tennessee	308,870	295,137	34,585
Texas	1,224,503	1,649,258	20,869
All other states	69,133	69,586	176,491
			21,236
			158,480
			15,729
			31,772
			47,249
			8,810
			47,025
			59,813
			174,178
			5,853

\*Includes seed destroyed at mills but not 41,006 tons and 21,972 tons on hand Aug. 1, nor 77,803 tons and 84,989 tons reshipped for 1930 and 1929, respectively.

### COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

	On hand Aug. 1, 1929.	Produced Aug. 1 to Feb. 28, 1930.	Shipped out Aug. 1 to Feb. 28, 1929.	On hand Feb. 28, 1930.
Crude oil	1929-30	1,209,322,103	1,207,730,454	1,008,069,569
(pounds)	1928-29	1,322,934,705	1,254,741,626	126,337,322
Refined oil	1929-30	338,619,933	1,051,762,670	1,512,572,213
(pounds)	1928-29	335,903,223	1,101,031,516	567,514,917
Cake and meal	1929-30	76,067	1,817,992	1,688,750
(tons)	1928-29	32,648	1,901,375	1,676,091
Hulls	1929-30	68,917	1,129,286	1,066,390
(tons)	1928-29	29,291	1,139,493	1,023,341
Linters (Running bales)	1929-30	70,854	843,686	645,430
	1928-29	43,904	890,298	716,722
Hull fiber	1929-30	1,848	50,811	49,813
(500-lb. bales)	1928-29	2,775	53,885	53,238
Grabbots, notes, etc.	1929-30	8,453	35,974	25,462
(500-lb. bales)	1928-29	1,903	35,417	24,131

\*Includes 4,021,958 and 11,959,488 pounds held by refining and manufacturing establishments and 4,186,570 and 24,545,965 pounds in transit to refiners and consumers August 1, 1929, and February 28, 1930, respectively.

†Includes 5,506,926 and 8,308,341 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 9,727,216 and 5,073,815 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1929, and February 28, 1930, respectively.

\*\*Produced from 1,145,625,575 pounds of crude oil.

## RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Mar. 15, 1930, with comparisons:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Mar. 15.....	202,000	580,000	372,000
Previous week .....	199,000	551,000	376,000
1929 .....	184,000	485,000	307,000
1928 .....	186,000	824,000	242,000
1927 .....	211,000	626,000	214,000
1926 .....	231,000	617,000	276,000

At 11 markets:	Hogs.
Week ended Mar. 15.....	507,000
Previous week .....	480,000
1929 .....	404,000
1928 .....	726,000
1927 .....	556,000
1926 .....	539,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Mar. 15.....	156,000	453,000	283,000
Previous week .....	143,000	424,000	281,000
1929 .....	138,000	345,000	228,000
1928 .....	144,000	648,000	167,000
1927 .....	157,000	493,000	150,000
1926 .....	179,000	470,000	269,000

## LIVESTOCK AT 64 MARKETS.

Receipts and disposition of livestock at 64 leading markets during February, 1930, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Mar. 20, 1930:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
STEEERS (700 lbs. up):				
Choice .....	\$19.50@22.00	\$20.50@21.50	\$20.50@22.00	\$ .....
Good .....	18.00@19.50	19.50@20.50	19.00@21.00	19.00@20.00
STEEERS (550-700 lbs.):				
Choice .....	19.50@23.00		20.50@22.50	21.00@23.00
Good .....	18.00@19.50		19.00@21.00	19.00@20.00
STEEERS (500 lbs. up):				
Medium .....	17.00@18.00	18.50@19.50	17.50@19.00	17.00@19.00
Common .....	16.00@17.00	17.50@18.50	17.00@18.00	
STEEERS (1):				
Yearling (300-550 lbs.):				
Choice .....	21.00@23.50		21.50@23.00	
Good .....	19.00@21.00		19.00@21.50	
Medium .....	18.00@19.00			
COWS:				
Good .....	15.50@16.50	16.50@17.00	16.00@17.00	15.50@16.50
Medium .....	14.50@15.50	15.50@16.50	15.00@16.00	14.00@15.00
Common .....	13.50@14.50	14.50@15.50	14.00@15.00	12.50@14.00
<b>Fresh Veal and Calf Carcasses:</b>				
VEAL (2):				
Choice .....	19.00@21.00	22.00@24.00	22.00@24.00	22.00@23.00
Good .....	17.00@19.00	20.00@22.00	20.00@22.00	20.00@22.00
Medium .....	15.00@17.00	15.00@18.00	17.00@20.00	17.00@20.00
Common .....	13.00@15.00	13.00@15.00	15.00@17.00	15.00@17.00
CALF (2) (3):				
Good .....	16.00@18.00	17.00@18.00		
Medium .....	15.00@16.00	16.00@17.00		
Common .....	14.00@15.00	14.00@15.00		
<b>Fresh Lamb and Mutton:</b>				
LAMB (38 lbs. down):				
Choice .....	23.00@24.00	21.50@23.00	20.00@23.00	21.00@23.00
Good .....	21.00@23.00	20.50@22.00	19.00@21.00	20.00@22.00
Medium .....	19.00@21.00	19.50@20.50	18.00@20.00	18.00@20.00
Common .....	16.00@19.00	18.50@19.50	18.00@20.00	
LAMB (39-45 lbs.):				
Choice .....	21.00@23.00	20.50@22.00	19.00@22.00	21.00@22.00
Good .....	19.00@22.00	19.50@21.00	18.00@21.00	20.00@21.00
Medium .....	18.00@20.00	18.50@19.50	18.00@20.00	18.00@20.00
Common .....	17.00@18.00	18.00@18.50	18.00@20.00	
LAMB (46-55 lbs.):				
Choice .....	17.00@19.00	18.00@20.00	18.00@20.00	18.00@20.00
Good .....	16.00@18.00	17.00@19.00	16.00@18.00	16.00@18.00
MUTTON (Ewe) 70 lbs. down:				
Good .....	12.00@13.50	14.00@15.00	14.00@15.00	12.50@13.50
Medium .....	11.00@12.00	12.00@14.00	12.00@14.00	11.00@12.00
Common .....	9.00@11.00	11.00@12.00	11.00@12.00	10.00@11.00
<b>Fresh Pork Cuts:</b>				
LOINS:				
8-10 lb. av. ....	24.00@27.00	24.50@25.50	23.00@25.00	24.00@25.00
10-12 lb. av. ....	23.50@26.00	23.50@24.50	22.00@24.00	23.00@24.00
12-15 lb. av. ....	22.00@25.00	21.50@22.50	20.00@22.00	21.50@22.00
16-22 lb. av. ....	18.50@19.50	19.50@20.50	17.50@20.00	20.00@21.00
SHOULDER, N. Y. Style, Skinned:				
8-12 lb. av. ....	15.50@17.00		17.00@19.00	17.00@18.00
PICNICS:				
6-8 lb. av. ....		16.00@16.50		15.50@16.50
BUTTS, Boston Style:				
4-8 lb. av. ....	19.00@21.00		21.00@23.00	20.00@21.00
SPARE RIBS:				
Half Sheets .....	13.00@15.00			
TRIMMINGS:				
Regular .....	10.00@11.00			
Lard .....	18.00@20.50			

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

## CATTLE.

	Receipts.	Local slaughter.	Total ship-ments.
Total .....	908,254	508,068	388,265
February average, 5 years, 1925-1929.....	1,012,062	611,789	389,573
CALVES.			
Total .....	417,715	297,756	119,918
February average, 5 years, 1925-1929.....	457,238	336,880	126,578
HOGS.			
Total .....	3,790,779	2,297,104	1,491,281
February average, 5 years, 1925-1929.....	4,101,070	2,598,292	1,510,456
SHEEP AND LAMBS.			
Total .....	1,795,531	1,041,012	734,777
February average, 5 years, 1925-1929.....	1,517,550	837,703	674,310

## WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports week ended Mar. 15, 1930:

	Week ended	New York.	Boston.	Phila.
Mar. 15, 1930.....	61,271	19,688		
Mar. 8, 1930.....	65,590	11,650	29,768	
Mar. 1, 1930.....	41,176	34,615	42,089	
Mar. 16, 1929.....	18,729	11,855		
Mar. 9, 1929.....	20,493	1,000		
To date, 1930.....	415,520	113,229	123,529	
To date, 1929.....	271,076	92,620	148,360	

## HIDE PRICE DIFFERENTIALS.

The adjustment committee of the New York Hide Exchange, on March 14, 1930, fixed the following price differentials between the basis grade and the premium and discount grades of hides which may be delivered against exchange contracts. These differentials are effective March 15, 1930, to prevail until further notice.

Following differentials are based on hides taken off in the United States and Canada in the non-discount months of July, August, and September, and on hides taken off in the Argentine in the non-discount months of December, January, and February.

Differentials on frigorifico hides are based on delivery ex-dock including freight, insurance, weighing, bundling, taring, and financing.

## FRIGORIFICO HIDES.

	Cents per lb.
Steers .....	1.85 premium
Light steers .....	.25 premium
Cows .....	1.80 premium
Ex. light cows & steers.....	1.30 premium

## PACKER HIDES.

Heavy native steers .....	1.75 premium
Ex. light native steers.....	.60 premium
Heavy native cows .....	.60 discount
Light native cows .....	Basis
Heavy butt branded steers.....	1.75 premium
Heavy Colorado steers.....	1.30 premium
Heavy Texas steers .....	1.75 premium
Light Texas steers .....	.60 premium
Ex. light Texas steers.....	.60 discount
Branded cows .....	.60 discount

## PACKER TYPE HIDES.

Branded cows & steers.....	1.75 discount
Native cows & steers.....	.60 discount

## CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended March 15, 1930, were 3,767,000 lbs.; previous week, 3,876,000 lbs.; same week last year, 3,892,000 lbs.; from January 1 to March 15 this year, 44,737,000 lbs.; same period a year ago, 41,231,000 lbs.

Shipments of hides from Chicago for the week ended March 15, 1930, were 3,188,000 lbs.; previous week, 3,647,000 lbs.; same week last year, 3,977,000 lbs.; from January 1 to March 15 this year, 46,406,000 lbs.; same period a year ago, 48,136,000 lbs.

## HIDE DUTY DEFEATED.

The proposed duty on hides, leather and shoes, embodied in what has been known as the Oddie amendment to the tariff bill, was defeated in the senate by a vote of 37 to 42 early in the week. This amendment provided for a duty of 4c a pound on raw hides, 8c a pound on dried hides, 6c a pound and 6 per cent on sole leather, and 14c a pair on shoes. Shoe manufacturers opposed the high duties on hides, and Western senators advocating the hide tariff opposed the high shoe rate.

## U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at nine centers during the week ended Friday, Mar. 14, 1930:

	Week ended Mar. 14.	Prev. week, 1929.	Cor.
Chicago .....	111,518	108,111	86,221
Kansas City, Kan. ....	30,385	40,719	34,986
Omaha .....	44,217	49,194	24,512
St. Louis .....	45,851	52,768	41,612
St. Paul .....	29,053	34,378	18,214
St. Joseph, Mo. ....	54,159	53,576	35,222
Indianapolis .....	18,562	21,831	8,362
Indianapolis .....	18,675	19,573	15,119
New York and J. C. ....	33,080	33,134	34,418

\*Includes East St. Louis, Ill.

# Hide and Skin Markets

## Chicago.

**PACKER HIDES**—With another good movement of hides this week at steady prices, the packer hide market has an appearance of firmness, when the poorer quality at this season is considered. Over 75,000 hides are thought to have moved so far this week, running well to March take-off, and a premium of  $\frac{1}{4}$ c was paid in one instance for a car of December native steers. More hides of all descriptions could be sold at present levels, especially sole leather stocks, but killers report stocks well cleaned up.

The statistical position is strongly in favor of a firm market. The federal inspected slaughter of cattle during the first two months this year was 3 per cent under that of last year. Stocks of hides are being kept well cleaned up at firm prices for the poorer quality of winter hides, and the take-off next month will begin to show seasonal improvement in quality.

The defeat in the Senate of the Oddie Amendment, proposing a duty on hides, leather and shoes, apparently caused only a momentary concern on the part of buyers in the cash market. However, rather heavy liquidation followed on the Hide Exchange, resulting in a decline of about 75c; later in the week 35@50c of the decline was regained, following the movement at steady prices in the cash market. Late this week the Senate voted to re-open the whole question.

Spread native steers 15 $\frac{1}{2}$ @16c, nom. Heavy native steers sold at 14c, while St. Pauls moved at 14 $\frac{1}{2}$ c; 800 December native steers sold at 14 $\frac{1}{4}$ c, premium of  $\frac{1}{4}$ c for earlier take-off. Few cars of extreme native steers sold at 13c.

Butt branded steers sold at 14c, Colorados at 13 $\frac{1}{2}$ c. Heavy Texas steers sold at 14c, light Texas steers 13c, and extreme light Texas steers 12c, all steady prices.

Heavy native cows moved at 12c. Light native cows sold at 12 $\frac{1}{2}$ c for mixed Chicago and River points. Packers asking  $\frac{1}{2}$ c premium for St. Paul light and heavy cows. Branded cows moved at 12c.

Bidding 9c for native bulls, and 9 $\frac{1}{4}$ c for light average points; branded bulls 8@8 $\frac{1}{2}$ c, nom.

South American market was a little firmer, with a rather light trade. Last sales of River Platte steers were at \$40.00, equal to 16-11/16c, c. i. f. New York, and Frey Bentos at \$40.25, equal to 16-13/16c, c. i. f. New York, as against \$38.50 paid last week for Argentine steers.

**SMALL PACKER HIDES**—A local small packer moved 1,500 to 2,000 March production light native cows, big packer grading and trim, at 12 $\frac{1}{2}$ c, steady. Most March hides already sold, with last trading at 12 $\frac{1}{4}$ c for all-weight native steers and cows and 11 $\frac{1}{4}$ c for branded, from outside plants. However, one killer holding March hides reports  $\frac{1}{4}$ c more available. An Indiana packer moved 600 winter production at 12c for all-weight natives, 11c for branded, and 7 $\frac{1}{2}$ c for bulls. Last local sale of bulls was 8 $\frac{1}{2}$ c for native bulls and 7 $\frac{1}{2}$ c branded.

Pacific Coast market sold up earlier to March 1, at 11 $\frac{1}{2}$ c for steers and 10c for cows.

**HIDE TRIMMINGS**—Car of straight cured hide trimmings reported at \$35.00 per ton; car of sinews, pizzles and hide trimmings at \$32.00, and another outside car bought at \$28.00.

**COUNTRY HIDES**—Market steady to firm and trading light. All-weights quoted 10 $\frac{1}{4}$ @10 $\frac{1}{2}$ c paid, according to average weights. Heavy steers and cows held at 10c. Buff weights priced 10 $\frac{1}{2}$ c, some asking higher. Extremes range 12@12 $\frac{1}{2}$ c, top available for good hides and some outside lots reported at 12c. Bulls 7c, nom. All-weight branded 9c, flat, less Chicago freight, last paid.

**CALFSKINS**—Packer calf last sold at 18 $\frac{1}{2}$ c for regular run and 19c for St. Paul and other desirable mixed points; market quiet.

Chicago city calf 17c, nom., for straight weights. Mixed cities and countries, 14 $\frac{1}{2}$ @15c; straight countries about 14c.

**KIPSKINS**—Considerable interest reported in kips but fairly well sold up. Last sales of packer kips were at 17 $\frac{1}{2}$ c for northern natives, 15 $\frac{1}{2}$ c for over-weights and 13 $\frac{1}{2}$ c branded.

Chicago city kips 16c, nom., and last paid. Mixed cities and countries, 13 $\frac{1}{2}$ @14c; straight countries 13c.

Packer February slunks sold earlier at \$1.20 for regulars and 25@30c for hairless.

**HORSEHIDES**—Market slow and easy. Good renderers, with full heads and shanks, priced \$4.00@4.25; mixed cities and countries \$3.00@3.50 flat, based on not over 10 per cent No. 2's.

**SHEEPSKINS**—Several thousand dry pelts sold at 11c per lb.; market easy. Couple cars of packer shearlings reported at \$1.05 for No. 1's and 70c for No. 2's, running heavily to the latter. Pickled skins continue easy; car March skins reported at \$5.00 flat at Chicago for sheep and lambs, running 12 $\frac{1}{2}$  per cent sheep; lower prices, ranging \$4.25@4.75, heard in other directions. Sales reported at New York at \$4.50 per doz. The continued decline in the wool market has been a very depressing feature on wool pelts. Sales of 12,000 pelts reported at \$1.40, Chicago, for March; other sales range \$1.35@1.37 $\frac{1}{2}$ .

**PIGSKINS**—Interest lacking in No. 1 pigskin strips and 6 $\frac{1}{2}$ @7c asked. Frozen gelatine scraps offered 4 $\frac{1}{2}$ @5c; green salted 4 $\frac{1}{2}$ c, nom.

## New York.

**PACKER HIDES**—Market active and steady to firm. All packers moved their March productions, involving 20,000 to 25,000 hides, at 14c for native steers, 14c for butt brands and 13 $\frac{1}{2}$ c for Colorados. Some cows and bulls still unsold.

**COUNTRY HIDES**—Market steady to firm but trading light, due to buyers' unwillingness to follow higher asking prices. Good buffs held at 10 $\frac{1}{2}$ c. Middle west extremes, 25/45 lb., generally firmly held at 12 $\frac{1}{2}$ c.

**CALFSKIN**—Market steady. Car of 5-7's sold at \$1.65; \$2.00 reported bid for 7-9's; two cars 9-12's sold at \$2.45 and \$2.50. Veal kips 12/17 lb. quoted \$2.90, buttermilks \$2.75, and 17 lb. up \$3.90.

## New York Hide Exchange Futures.

Saturday, Mar. 15, 1930—Close: Mar. 14.40n; Apr. 14.60n; May 14.75n; June 15.05n; July 15.35n; Aug. 15.65n; Sept. 15.90n sale; Oct. 16.00n; Nov. 16.15n; Dec. 16.30n@16.45; Jan. 16.40n; Feb. 16.50n. Sales 19 lots.

Monday, Mar. 17, 1930—Close: Mar. 14.00n; Apr. 14.10n; May 14.25n; June 14.50n; July 14.75n; Aug. 15.00n; Sept. 15.26@15.25 sales; Oct. 15.40n; Nov. 15.50n; Dec. 15.60 sale; Jan. 15.70n; Feb. 15.80n. Sales 63 lots.

Tuesday, Mar. 18, 1930—Close: Mar. 13.80n; Apr. 13.90n; May 14.05@14.30; June 14.30n; July 14.55n; Aug. 14.85n; Sept. 15.12@15.18; Oct. 15.25n; Nov. 15.40n; Dec. 15.52b; Jan. 15.60n; Feb. 15.70@15.90. Sales 41 lots.

Wednesday, Mar. 19, 1930—Close: Mar. 14.00n; Apr. 14.15n; May 14.30@14.35; June 14.55n; July 14.80n; Aug. 15.01n; Sept. 15.31@15.34; Oct. 15.45n; Nov. 15.60n; Dec. 15.79; Jan. 15.90n; Feb. 16.00. Sales 36 lots.

Thursday, Mar. 20, 1930—Close: Apr. 14.40n; May 14.55; June 14.80n; July 15.00n; Aug. 15.20n; Sept. 15.45@15.50; Oct. 15.60n; Nov. 15.80n; Dec. 15.97@16.05; Jan. 16.10n; Feb. 16.20@16.30. Sales 35 lots.

Friday, Mar. 21, 1930—Close: Apr. 14.25; May 14.45@14.55; June 14.70; July 14.95; Aug. 15.20; Sept. 15.41@15.45; Oct. 15.55; Nov. 15.70; Dec. 15.91@15.99; Jan. 16.05; Feb. 16.15. Sales 29 lots.

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended March 21, 1930, with comparisons, are reported as follows:

PACKER HIDES.			
Week ended	Prev.	Cor. week.	
Mar. 21.	week.	1929.	
Spr. nat. strs. .... 15 $\frac{1}{2}$ @16n	@16n	@17	
Hvy. nat. strs. .... 14	@14 $\frac{1}{2}$	@14 $\frac{1}{2}$	@14 $\frac{1}{2}$
Hvy. Tex. strs. .... 14	@14	13 $\frac{1}{2}$ @14	
Hvy. butt brand strs. .... 14	@14	@13 $\frac{1}{2}$	
Hvy. Col. strs. .... 13 $\frac{1}{2}$	@13 $\frac{1}{2}$	@13	
Ex-light Tex. strs. .... 12	@12	@13 $\frac{1}{2}$	
Brnd'd cows. .... 12	@12	@13 $\frac{1}{2}$	
Hvy. nat. cows .... 12	12	@14 $\frac{1}{2}$	
Lt. nat. cows .... 12 $\frac{1}{2}$	12 $\frac{1}{2}$ @12 $\frac{1}{2}$	@15	
Nat. bulls .. 9	@9 $\frac{1}{4}$	@9 $\frac{1}{4}$	@10 $\frac{1}{2}$
Brnd'd bulls .. 8	@8 $\frac{1}{2}$	8	@9 $\frac{1}{2}$
Calfskins .... 18 $\frac{1}{2}$	@19	18 $\frac{1}{2}$ @19	23
Kips, nat. .... 17 $\frac{1}{2}$	@17 $\frac{1}{2}$	20	@20 $\frac{1}{2}$
Kips, ov-wt. .... 15 $\frac{1}{2}$	@15 $\frac{1}{2}$	@15 $\frac{1}{2}$	@18
Kips, brnd'd. .... 13 $\frac{1}{2}$	@13 $\frac{1}{2}$	@16	
Slunks, reg. .... 1.20	@1.20	1.35	@1.35
Slunks, hrls. .... 25	@30	45	@50

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.			
Nat. all-wts. .... 12 $\frac{1}{4}$ @12 $\frac{1}{2}$	12 $\frac{1}{4}$ @12 $\frac{1}{2}$	@14 $\frac{1}{2}$ b	
Branded .... 11 $\frac{1}{4}$ @11 $\frac{1}{2}$	11 $\frac{1}{4}$ @11 $\frac{1}{2}$	@13b	
Nat. bulls .. 8	@8 $\frac{1}{2}$	@9	@10 $\frac{1}{4}$ n
Brnd'd bulls. .... 7 $\frac{1}{2}$	@8	@9	@9n
Calfskins .... 17n	@17n	21	@22
Kips .... 16n	@16n	18	@18 $\frac{1}{2}$
Slunks, reg. .... 1.10	@1.10	@1.20	
Slunks, hrls. .... 25	@25	@35	

COUNTRY HIDES.			
Hvy. steers .. 10n	@10n	12	@12 $\frac{1}{2}$
Hvy. cows .. 10n	@10n	12	@12 $\frac{1}{2}$
Bufs .... 10 $\frac{1}{2}$	10	@10 $\frac{1}{2}$	13 $\frac{1}{2}$ @14
Extremes .... 12	@12 $\frac{1}{2}$	12	@12 $\frac{1}{2}$
Bulls .... 7	@7	9	@9 $\frac{1}{2}$
Calfskins .... 13n	@13n	@13n	@16n
Kips .... 13n	@13n	@13n	@16n
Light calf .... 1.00@1.10	1.00@1.10	1.10@1.20	
Deacons .... 1.00@1.10	1.00@1.10	1.10@1.20	
Slunks, reg. .... 60	@60	35	@50
Slunks, hrls. .... 5	@10n	10	@15
Horsehides .... 3.00@4.25	3.50@4.50	4.75@6.00	
Hogskins .... 50	@55	60	@70

SHEEPSKINS.			
Pkr. lambs. .... 1.30@1.50	1.30@1.50	2.25@2.90	
Sm. pkr. lambs. .... 1.25@1.40	1.25@1.45	1.75@2.35	
Pkr. shearings. .... 75	@75	1.20@1.50	
Dry pelts .... 11	@11	13	@14



# Live Stock Markets

## CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Mar. 20, 1930.

**CATTLE**—Compared with a week ago: Fed steers and long yearlings, 25 @75c, mostly 25@50c lower, light heifer and mixed yearlings sharing downturn; fat cows and heavy heifers, mostly 25@50c lower, with cutters and common kinds mostly steady; bulls, 25c lower; vealers, steady; fed steers and yearlings, unevenly 50c@\$1.50 lower, inbetween grades showing most downturn, with common offerings least. Week's extreme top, \$15.00, paid for light steers on yearling order. Next highest prices, \$14.25, paid for medium weight and weighty bullocks. Bulk steer crop, \$11.25@13.00, average cost of fed steers standing around \$12.00 and as low as any time this year. Supply figures relatively small but shipper demand narrow all week; downturn on live market in keeping with sluggish and unevenly lower dressed trade, latter market the principal bearish factor. Weighty steers relatively scarce; not much tonnage in run, this factor tending to emphasize the bearish undertone of the market as killers were able to hammer prices in the face of small runs of mostly light and medium weight steers. Price spreads much narrower in both steers and she stock.

**HOGS** — Receipts for the first four days of the week lightest in years for

March. In spite of light supplies, buyers were able to maintain values at last week's late decline of 40@65c. Demand unusually light on the part of all interests. Today's top \$10.65; bulk of 160 to 210 lbs., \$10.30@10.60; 220 to 240 lbs., \$9.90@10.35; 250 to 270 lbs., \$9.65 @9.90, few loads up to \$10.00; 280 to 340 lbs., \$9.40@9.65; 360 lbs., \$9.25; 472 lbs., \$8.75; 130 to 150 lbs., \$10.00@10.50; pigs, \$9.25@10.00; packing sows, \$8.00@9.00.

**SHEEP**—Local receipts for four days largest so far this year. Dressed lamb trade slow. Compared with one week ago: Fat lambs and yearlings, 50@75c lower; fat ewes, unchanged. Late bulk: 82- to 96-lb. lambs, \$9.85@10.25. Late top, \$10.50. Early peak, \$11.00. Shorn lambs, \$8.75@9.50; yearlings, \$8.50@9.00; early top, \$9.50; fat ewes, \$5.00@6.00.

## KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Mar. 20, 1930.

**CATTLE**—An extremely dull outlet in the eastern dressed meat trade reflected a weaker undertone in the fat cattle market, and values were reduced 25@75c as compared with a week ago. Better grades of fed steers, yearlings and fed heifers suffered the full decline. Nothing choice was received, and the week's top rested at \$13.50 on mixed yearlings, while best lightweight

and heavy steers went at \$13.00. Bulk of the fed offerings cleared from \$10.75 @12.25. Fat cows closed 25@50c off, and cutter grades ruled steady to 25c under last Thursday. Bulls declined around 25c, while vealers and calves slumped 50c@\$1.00, with very few vealers above \$12.00 at the close.

**HOGS**—Extreme unevenness featured the hog market. Although receipts were moderate, there was a prevailing bearish feeling among buying interests and closing rates are 50@60c under a week ago. Shippers took the bulk of the more desirable grades of all weights, while the big packers took a very limited supply. The late top reached \$10.15 on choice 160- to 210-lb. weights. Desirable 160- to 240-lb. ranged from \$9.75@10.10 and 250- to 325-lb. butchers sold from \$9.15@9.65. Packing grades are 65@75c off, at \$8.50 down.

**SHEEP**—Fat lamb prices are steady to 15c lower for the week, with the late top on woolled lambs at \$10.00. Bulk of the desirable grades cashed from \$9.35@9.75. Best shorn lambs reached \$9.00, with others at \$8.50@8.90. Mature classes are fully 50c higher, with best fat ewes at \$6.35, bulk, \$5.75@6.10.

## OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Mar. 20, 1930.

**CATTLE**—Prices on all killing classes were under pressure during the week, and there was a general decline of 25@50c on practically all classes, cows showing the minimum decline, with lower grades, including cutters, about steady.

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Better grade fed steers and yearlings show the full decline, with lower grades mostly around 25c lower. The week's top of \$13.65 was paid for light steers averaging 1,077 lbs. Choice weighty steers scaling 1,388 lbs. earned \$13.60. Light heifers sold up to \$12.25, and practical top vealers at close were \$13.00.

**HOGS**—Despite a marked curtailment in receipts, demand from all quarters lacked urgency. As a result, the general trend to values for the period was lower. Comparisons Thursday with Thursday: Medium and light hogs show a down-turn of 25 to 50c, while strong weight butchers and packing grades are not to exceed 25c lower. Top for Thursday was \$10.00, with the following bulks: 160- to 230-lb., \$9.70@9.90; 230- to 260-lb., \$9.50@9.85; 260- to 300-lb., \$9.25@9.50; 300- to 340-lb., \$9.00@9.25; packing sows, \$8.50@8.60; stags, \$7.50@8.25.

**SHEEP**—Lamb prices were forced still lower under the influence of liberal receipts and weakness in the dressed lamb trade. The break for the period on slaughter lambs figures 50@60c. Matured sheep were in light supply and held fully steady. On Thursday, bulk fed woolled lambs, 90 to 105 lbs., sold \$9.25@9.75; top, \$9.90; fed clipped lambs, \$8.75@8.85; good and choice ewes, \$5.50@6.00.

## ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Mar. 20, 1930.

**CATTLE**—Compared with week ago: Steers, mixed yearlings and heifers, 25c, to mostly 50c, lower, spots off 75c; cows, cutters and low cutters, steady to 25c higher; bulls, steady to 25c lower; vealers, 75c lower. Bulk of steers scored \$9.75@12.35; most fat mixed yearlings and heifers, \$11.50@12.50, with 1,246-lb. steers and 740-lb. mixed yearlings landing \$13.00 as top. Most medium fleshed heifers cashed at \$10.25@11.25; cows, largely \$7.00@8.50, with \$9.25 as top. Bulk of low cutters earned \$4.25@5.25. Vealers scored \$13.50 today.

**HOGS**—Packers continued their hammering tactics, and swine values dropped 50@75c, with late Thursday sales at the full decline. Top price Thursday was \$10.80 early, but at the close most 160- to 250-lb. weights went at \$10.00@10.50; packing sows, \$8.50@8.75.

**SHEEP**—Fat lambs slumped 50@75c and again reached the low point of the season. Woolled lambs topped early in the week at \$10.75, with bulk late at \$9.50@10.00; clipped lambs, \$8.85@9.50; woolled ewes, \$4.50@6.00.

## ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Mar. 19, 1930.

**CATTLE**—Following outside trends, fed steers and fat she stock worked 25c lower this week, lack of numbers preventing a further downturn. Well finished yearlings sold at \$12.00@13.00, bulk all steers, \$10.25@11.50. Common and medium cows bulked at \$6.00@7.25, comparable heifers, \$7.75@9.00, yearlings, \$10.00@11.25. Low cutters

and cutters turned at \$4.50@5.50, bulls mostly \$7.25 downwards. Vealers advanced 50c, good grades today selling at \$10.00 to mostly \$10.50, choice kinds to \$13.50.

**HOGS**—The general hog market for the week figures around 75c or more lower, pigs mostly 75c lower. Bulk of the better 160- to 230-lb. hogs sold at \$9.75@9.85 with butchers scaling from around 230 lbs. and up selling at \$9.00@9.60. Sows cleared mostly at \$8.25@8.75, while stock pigs bulked at \$9.75, light lights also going at the latter price.

**SHEEP**—Fat lambs were under the hammer this week and ruled 25@40c lower, while ewes under an acute scarcity worked upward. Bulk of the good and choice lambs scaling 83 to 94 lbs. sold at \$9.75, with several lots down to \$9.50. Strictly choice ewes were salable from \$5.50@6.00, heavy-weights selling at \$4.00@4.50. Feeding and shearing lambs sold mostly at \$8.50@9.50, a few up to \$9.75.

## SIoux CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Mar. 20, 1930.

**CATTLE**—Conditions again proved unfavorable in fat cattle trade, and slaughter steer, yearling and she-stock values worked to 25c to mostly 50c lower. Many sales indicated 50c to \$1.00 declines for two weeks. Choice medium weight beeves made \$13.50. Scattered sales were noted at \$12.50@13.00, and the majority moved at \$10.75@12.00. Short fed heifers bulked at \$10.00@11.00, and good light weights brought \$11.75. A spread of \$6.25@8.00 cleared most beef cows. Vealers strengthened, and the practical top stood at \$12.50. Medium bulls held steady at \$7.00@7.50 largely, while heavy beef descriptions indicated a lower turn.

**HOGS**—For the fourth successive week swine prices registered lower

trends and showed 25@50c losses from last Thursday. Light to medium weight butchers, declined more than heavy weights. Finished 160- to 240-lb. weights turned late at \$9.65@9.90, latter price top. Desirable 240- to 280-lb. averages made \$9.25@9.60, and 290- to 330-lb. butchers cleared at \$8.85@9.15. Packing sows bulked at \$8.25@8.50, and smooth lights reached \$8.65.

**SHEEP**—Fat lambs showed 35@50c losses, and the top dropped to \$9.75, equalling the year's low mark. Desirable 84- to 92-lb. weights made \$9.50@9.75, and heavier averages ranged down to \$9.25 largely. Clipped lambs turned at \$8.85@9.15. Slaughter ewes ruled higher, and good to choice lots brought \$5.25@5.75.

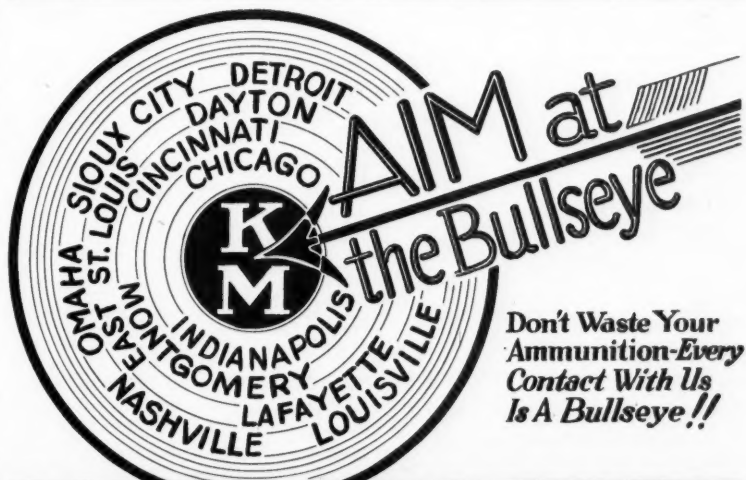
## ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Mar. 20, 1930.

**CATTLE**—Scanty supplies followed last week's increased run of cattle. Notwithstanding, prices took a further sharp drop, losses on most classes measuring 50@75c, with extremes \$1.00 off on steers. Beef steer supplies were extremely light, and consisted largely of common and medium grades. Fewer than half a dozen loads were good enough to sell above \$12.00, and the bulk ranged from \$10.00 to that figure. Top for the week, \$13.75. Fat heifers ranged from \$9.50@11.50 largely; beef cows, \$6.50@8.00; cutter grades, \$4.25@5.75; medium bulls, largely \$6.50@7.50. Choice vealers are unchanged at \$14.00.

**HOGS**—Shippers were practically the life of the hog market, and the inactivity of big packers forced prices into a 50@60c decline. Shippers paid a top of \$10.10, but the best price to packers late was \$9.60. Most offerings of 170 to 240 lbs., brought \$9.80@10.05, and 260 to 325 lbs., \$8.85@9.40. Sows showed a 75c to \$1.00 decline; bulk late, \$7.75@8.50.



**KENNETT-MURRAY ORGANIZATION**  
SERVICE STATION WASHINGTON D.C.

## RECEIPTS AT CENTERS

SATURDAY, MARCH 15, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	400	6,500	7,000
Kansas City	750	1,500	250
Omaha	175	3,200	250
St. Louis	50	5,500	500
St. Joseph	300	2,000	1,500
Sioux City	100	2,000	100
St. Paul	100	700	50
Oklahoma City	300	600	200
Fort Worth	200	200	200
Milwaukee	800	800	200
Denver	40	350	6,170
Louisville	200	300	200
Indianapolis	100	1,500	500
Pittsburgh	300	600	200
Cincinnati	300	600	200
Buffalo	700	800	400
Cleveland	800	400	200
Nashville	400	500	200
Toronto	100	500	200

MONDAY, MARCH 17, 1930.

Chicago	16,000	43,000	25,000
Kansas City	18,000	9,000	13,000
Omaha	9,000	9,000	20,000
St. Louis	3,000	14,000	2,500
St. Joseph	3,000	4,000	8,000
Sioux City	4,000	6,000	5,200
St. Paul	4,000	11,000	2,300
Oklahoma City	100	1,300	200
Fort Worth	3,200	1,300	800
Milwaukee	300	800	100
Denver	4,100	2,300	8,200
Louisville	300	800	300
Wichita	3,300	700	700
Indianapolis	400	2,500	300
Pittsburgh	700	3,500	3,500
Cincinnati	1,000	3,400	300
Buffalo	1,300	6,600	7,000
Cleveland	1,000	5,400	2,000
Nashville	500	200	200
Toronto	1,100	400	1,200

TUESDAY, MARCH 18, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	4,000	13,000	15,000
Kansas City	4,500	9,000	10,000
Omaha	8,000	7,000	20,600
St. Louis	3,300	13,500	1,800
St. Joseph	1,000	2,500	6,000
Sioux City	4,000	8,000	7,500
Oklahoma City	2,200	7,000	700
Fort Worth	700	1,800	200
Milwaukee	1,200	700	1,200
Denver	800	3,000	400
Louisville	800	1,200	5,900
Indianapolis	200	400	300
Pittsburgh	800	1,600	200
Cincinnati	1,100	4,000	400
Buffalo	300	800	300
Cleveland	300	2,400	100
Nashville	200	2,700	1,600
Toronto	100	600	100

WEDNESDAY, MARCH 19, 1930.

Chicago	5,000	10,000	20,000
Kansas City	4,500	5,500	9,000
Omaha	4,500	9,000	8,000
St. Louis	1,800	9,000	1,800
St. Joseph	1,200	3,500	5,000
Sioux City	2,300	9,000	2,500
St. Paul	2,700	13,000	1,700
Oklahoma City	1,000	1,400	300
Fort Worth	1,500	500	3,200
Milwaukee	500	1,200	200
Denver	700	800	1,700
Louisville	300	500	200
Wichita	800	1,900	200
Indianapolis	800	5,000	500
Pittsburgh	1,000	1,000	500
Cincinnati	400	2,000	200
Buffalo	100	1,000	400
Cleveland	200	4,000	1,600
Nashville	200	600	200
Toronto	600	900	200

THURSDAY, MARCH 20, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	5,000	16,000	14,000
Kansas City	2,000	5,000	7,000
Omaha	3,000	10,000	16,000
St. Louis	1,800	11,500	1,000
St. Joseph	800	3,500	4,000
Sioux City	2,000	8,000	2,500
Oklahoma City	2,400	7,500	300
Fort Worth	800	1,600	300
Milwaukee	1,200	500	1,300
Denver	500	1,500	200
Louisville	800	1,200	4,600
Indianapolis	200	300	700
Pittsburgh	300	2,000	200
Cincinnati	300	2,000	200
Buffalo	200	1,000	700
Cleveland	100	400	100
Nashville	100	400	100
Toronto	300	100	100

FRIDAY, MARCH 21, 1930.

Chicago	1,000	12,000	13,000
Kansas City	2,000	5,000	4,500
Omaha	1,200	9,000	10,000
St. Louis	800	11,000	800
St. Joseph	500	3,000	6,000
Sioux City	1,000	8,000	2,000
St. Paul	1,700	9,000	1,200
Oklahoma City	500	500	100
Fort Worth	500	800	800
Milwaukee	200	400	100
Denver	400	400	7,800
Wichita	200	1,600	700
Indianapolis	400	4,500	3,000
Pittsburgh	400	4,400	800
Cincinnati	200	1,500	100
Buffalo	200	2,300	800
Cleveland	100	1,700	600

## SLAUGHTER REPORTS

Special reports to The National Provisioner showing the number of livestock slaughtered at 15 centers for the week ended March 15, 1930, with comparisons:

## CATTLE.

	Week ended Mar. 15.	Prev. week.	Cor. week.
Chicago	18,037	17,572	18,475
Kansas City	19,124	17,826	19,573
Omaha	20,629	16,676	18,277
St. Louis	9,248	8,545	9,957
St. Joseph	7,532	6,938	6,965
Sioux City	7,096	6,395	8,571
Wichita	1,530	1,654	1,785
Fort Worth	5,288	4,588	4,588
Philadelphia	1,395	1,535	1,457
Indianapolis	1,474	1,543	951
New York & Jersey City	8,210	8,384	9,190
Oklahoma City	5,162	4,973	5,516
Cincinnati	2,859	2,917	3,660
Denver	1,771	2,448	2,618
Total	109,264	97,106	106,523

## HOGS.

Chicago	111,518	108,111	86,221
Kansas City	10,954	14,714	14,790
Omaha	41,812	43,039	22,995
St. Louis	17,244	30,901	14,319
St. Joseph	15,315	18,480	8,030
Sioux City	28,713	35,474	17,700
Wichita	6,951	5,225	5,575
Fort Worth	8,653	9,278	9,278
Philadelphia	13,894	16,076	14,661
Indianapolis	16,080	16,157	13,690
New York & Jersey City	49,409	51,746	49,462
Oklahoma City	8,645	9,197	8,820
Cincinnati	18,333	18,569	18,039
Denver	10,207	12,716	12,023
Total	357,788	378,565	295,612

## SHEEP.

Chicago	57,457	50,627	59,487
Kansas City	38,495	36,714	25,238
Omaha	47,386	43,622	39,981
St. Louis	5,202	10,082	2,059
St. Joseph	31,054	27,970	27,396
Sioux City	15,280	13,996	7,475
Wichita	3,663	2,521	3,578
Fort Worth	3,824	2,109	2,109
Philadelphia	4,931	5,958	3,934
Indianapolis	1,210	626	415
New York & Jersey City	63,531	63,219	43,544
Oklahoma City	395	401	53
Cincinnati	824	1,390	557
Denver	5,947	5,942	39
Total	281,319	262,629	214,985

Boston slaughters omitted.

## LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Mar. 20, 1930, as reported to THE NATIONAL PROVISIONER by direct wire of the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.) med-ch.	\$ 9.35@10.00	\$ 9.00@10.20	\$ 8.70@9.75	\$ 8.85@9.70	\$ 9.00@9.50
Med. wt. (200-250 lbs.) med-ch.	9.05@10.05	10.10@10.75	9.30@10.15	9.50@10.15	9.25@9.85
Li. wt. (150-200 lbs.) com-ch.	9.75@10.05	10.50@10.80	9.25@10.00	9.00@10.15	9.25@9.85
Li. lt. (130-160 lbs.) com-ch.	9.60@10.00	10.00@10.75	8.50@9.90	9.00@10.15	9.25@9.85
Packing sows, smooth and rough.	8.00@9.90	8.35@8.80	8.10@8.75	8.35@8.80	8.25@8.75
Str. pigs (180 lbs. down) med-ch.	9.00@10.25	8.75@10.25	8.25@9.75	9.50@9.75	9.50@9.75
Av. cost & wt. Tue. (pigs excl.).	9.88-244 lb.	10.32-207 lb.	9.54-247 lb.	9.62-258 lb.	9.60-220 lb.
<b>SLAUGHTER CATTLE AND CALVES:</b>					
STEERS (1,500 LBS. UP):					
Good-ch.	12.50@14.50				
STEERS (1,300-1,500 LBS.):					
Choice	13.75@14.50	13.00@14.25	12.75@13.75	12.75@13.75	12.75@14.00
Good	12.50@13.75	11.75@13.00	11.75@13.00	11.50@12.75	11.85@13.00
STEERS (1,100-1,300 LBS.):					
Choice	13.75@14.50	13.25@14.50	12.75@14.25	12.75@14.00	13.00@14.50
Good	12.25@13.75	12.00@13.50	11.75@13.25	11.50@13.25	11.85@13.25
STEERS (950-1,000 LBS.):					
Choice	14.00@15.00	13.75@14.75	13.25@14.50	13.25@14.50	13.25@14.75
Good	12.25@14.00	12.00@13.75	12.00@13.50	11.50@13.50	12.10@13.50
STEERS (800 LBS. UP):					
Medium	10.75@12.25	10.50@12.00	10.00@12.00	10.25@11.25	10.00@12.10
Common	9.00@11.00	8.75@10.50	8.25@10.00	8.75@10.25	8.00@10.00
<b>STEERS (FEED CALVES AND YEARLINGS) (750-950 LBS.):</b>					
Choice	14.25@15.00	14.00@14.75	13.50@14.50	13.50@14.75	13.75@14.75
Good	12.25@14.25	12.25@14.00	12.00@13.50	11.75@13.50	12.25@13.75
<b>HEIFERS (850 LBS. DOWN):</b>					
Choice	12.50@13.50	12.75@13.75	12.25@13.25	12.25@13.50	12.50@13.50
Good	11.00@12.50	11.25@13.00	10.75@12.25	10.50@12.75	11.00@12.50
Common-med.	8.00@11.00	7.75@11.50	7.25@10.75	7.25@10.75	7.25@11.00
<b>HEIFERS (850 LBS. UP):</b>					
Choice	10.50@13.25	10.50@13.25	10.00@12.75	10.00@12.75	10.00@13.00
Good	9.25@12.50	9.00@12.75	8.75@12.25	8.75@12.25	9.00@12.00
Medium	8.25@11.25	8.25@11.00	7.75@10.75	7.75@10.50	7.50@10.75
<b>COWS:</b>					
Choice	8.50@9.75	9.25@10.00	8.50@9.75	8.50@9.75	8.60@9.25
Good	7.50@8.75	8.00@9.25	7.75@8.50	7.50@8.50	7.25@8.60
Common-med.	6.25@7.50	6.50@8.00	6.00@7.75	6.00@7.50	5.85@7.25
Low cutter and cutter	4.75@6.25	4.25@6.50	4.50@6.00	4.25@6.00	4.00@6.00
<b>BULLS (YEARLINGS EXC.):</b>					
Beef, good-ch.	8.00@9.25	7.75@9.25	7.25@8.50	7.75@9.00	7.50@8.50
Cutter-med.	6.50@8.00	6.25@7.75	6.00@7.25	6.00@7.75	6.50@7.50
<b>CALVES (500 LBS. DOWN):</b>					
Medium-ch.	7.50@10.50	8.00@11.50	8.50@11.00	7.50@11.00	7.00@11.00
Cull-common	7.00@7.50	6.00@8.00	5.00@8.50	5.00@7.50	5.50@7.00
<b>VEALERS (MILK-FED):</b>					
Good-ch.	9.00@13.75	12.00@13.50	9.50@13.50	9.00@13.00	9.00@13.50
Medium	8.00@9.00	9.50@12.00	8.00@9.50	7.50@9.00	7.00@9.00
Cull-common	7.00@8.00	6.00@9.50	5.00@8.00	4.00@7.50	5.00@7.00
<b>SLAUGHTER SHEEP AND LAMBS:</b>					
Lambs (84 lbs. down)	10.00@10.50	9.50@10.25	9.50@9.90	9.00@10.00	9.25@9.85
Lambs (92 lbs. down)	9.25@10.50	8.75@9.50	8.50@9.50	7.75@9.00	8.50@9.25
Lambs (all weights)	8.50@9.25	8.00@8.75	7.50@8.50	6.50@7.75	7.75@8.50
Yearling wethers (110 lbs. down) medium-choice	7.50@9.25	7.00@9.00	7.00@9.00	6.75@8.75	6.75@8.75
Ewes (120 lbs. down) med-ch.	5.25@6.25	4.75@6.00	4.75@6.00	5.00@6.35	4.75@6.00
Ewes (120-150 lbs.) med-ch.	5.00@6.00	4.50@5.75	4.50@5.75	4.75@6.10	4.50@5.75
Ewes (all weights) cull-com.	2.50@5.25	2.00@4.75	2.00@4.75	2.25@5.00	2.00@4.75

## HIDE CELLAR TEMPERATURES.

What are the temperature requirements in the hide cellar? How do temperatures affect shrinkage? Ask the "Packer's Encyclopedia," the meat packer's guide.



## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, March 15, 1930, with comparisons, are reported to The National Provisioner as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,306	2,803	22,474
Swift & Co.	4,501	2,143	21,805
Morris & Co.	2,302	1,609	4,183
Wilson & Co.	3,587	2,755	8,905
Anglo-Amor. Prov. Co.	1,074	1,301	...
G. H. Hammond Co.	1,477	1,814	...
Libby, McNeill & Libby	730	...	...

Brennan Packing Co., 7,561 hogs; Independent Packing Co., 832 hogs; Boyd, Lunham & Co., 680 hogs; Western Packing & Provision Co., 5,953 hogs; Agar Pkg. Co., 4,487 hogs; others, 27,328 hogs.

Total: Cattle, 18,037; calves, 8,975; hogs, 59,206; sheep, 57,457.

## KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,318	1,107	2,864	8,086
Cudahy Pkg. Co.	2,185	690	1,506	7,201
Fowler-Straub Co.	558	...	...	...
Morris & Co.	2,435	412	329	4,134
Swift & Co.	3,805	695	3,903	11,209
Wilson & Co.	3,734	590	1,775	7,838
Others	476	119	877	27

Total ..... 15,511 3,613 10,954 38,495

## OMAHA.

	Cattle and calves.	Hogs.	Sheep.
Armour and Co.	5,994	15,906	14,037
Cudahy Pkg. Co.	4,466	10,267	14,475
Dold Pkg. Co.	738	6,846	...
Morris & Co.	2,372	6	6,844
Swift & Co.	5,696	8,156	20,949
Eagle Pkg. Co.	29	...	...
Hoffman Bros.	50	...	...
Omaha Pkg. Co.	51	...	...
J. Rife Pkg. Co.	17	...	...
J. Roth & Sons	65	...	...
So. Omaha Pkg. Co.	36	...	...
Lincoln Pkg. Co.	259	...	...
Morrell Pkg. Co.	118	...	...
Nagle Pkg. Co.	133	...	...
Stachar Pkg. Co.	965	...	...
Wilson & Co.	682	...	...
Others	...	32,313	...

Total ..... 25,576 73,514 56,305

## ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,422	1,080	2,262	904
Swift & Co.	1,087	982	1,505	2,002
Morris & Co.	1,784	804	...	252
East Side Pkg. Co.	1,145	...	1,949	...
American Pkg. Co.	48	140	1,916	170
Hell Pkg. Co.	...	...	269	...
Krey Pkg. Co.	...	75	623	35
Others	2,063	479	9,130	1,740

Total ..... 9,248 3,540 17,244 5,202

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,439	712	7,786	21,775
Armour and Co.	1,775	444	3,649	5,260
Morris & Co.	1,773	297	3,642	3,159
Others	3,107	60	7,187	4,677

Total ..... 9,004 1,513 22,264 34,901

## SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,371	140	10,766	4,249
Armour and Co.	2,382	123	11,255	6,215
Swift & Co.	1,736	139	5,355	5,675
Smith Bros.	10	...	28	...
Others	2,416	171	24,635	5,005

Total ..... 8,915 573 52,039 19,144

## OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,057	907	3,905	196
Wilson & Co.	1,646	592	4,091	114
Others	163	...	589	...

Total ..... 3,466 1,499 8,645 310

Not including 197 cattle and 85 sheep bought direct.

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	788	388	3,905	3,628
Jacob Dold Co.	492	28	2,704	35
Fred W. Dold	73	...	342	...
Wichita D. B. Co.	10	...	...	...
Dunn-Ostertag	136	...	...	...
Keefe-Le Sturgeon.	22	...	...	...

Total ..... 1,530 416 6,951 3,063

Not including 22 cattle and 3,101 hogs bought direct.

## DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	718	102	6,043	18,913
Armour and Co.	345	93	3,204	18,821
Blayney-Murphy Co.	187	97	1,214	...
Others	592	145	639	778

Total ..... 2,062 437 10,190 38,512

## ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,167	4,777	17,595	2,125
Cudahy Pkg. Co.	400	1,403	...	481
Swift & Co.	4,170	7,080	24,272	2,880
United Pkg. Co.	1,750	190	...	6
Others	1,373	63	17,100	...

Total ..... 10,860 13,513 58,967 5,492

## INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Foreign	966	2,066	12,282	3,101
Kingman & Co.	1,048	958	6,745	450
Armour and Co.	338	139	1,325	25
Indianapolis Abt. Co.	1,107	154	787	389
Hilgemeyer Bros.	6	...	1,194	...
Brown Bros.	162	23	155	...
Meier Pkg. Co.	92	16	254	...
Ind. Prov. Co.	37	11	292	5
Schneider Pkg. Co.	39	...	377	...
Reviewview Pkg. Co.	3	...	129	...
Moss Hartman Co.	24	9	...	...
Art Wabnitz	7	55	...	22
Hoosier Abt. Co.	15	...	187	62
Others	519	107	...	...

Total ..... 4,363 3,528 23,727 4,054

## CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gail's Sons.	...	6	...	173
J. Hilberg & Son.	98	...	...	44
Gus Juengling	178	143	...	92
E. Kahn's Sons Co.	1,065	507	5,839	288
Kruger G. & B. Co.	68	87	689	...
J. Lohrey Pkg. Co.	2	...	276	...
W. G. Rehn's Sons.	108	40	...	...
A. Sander Pkg. Co.	...	...	420	...
J. Schlachter's Sons.	144	202	...	146
J. & F. Schroth Co.	13	...	1,754	...
John F. Stegner	149	190	...	56
J. Vogel & Son.	6	5	352	...
Ideal Pkg. Co.	...	...	384	...
Others	11	...	689	...
Foreign	197	4,132	...	1,098

Total ..... 2,069 5,372 10,409 1,897

Not including 1,148 cattle, 25 calves, 10,875 hogs and 238 sheep bought direct.

## RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ended Mar. 15, 1930, with comparisons:

## CATTLE.

	Week ended Mar. 15.	Prev. week.	Cor.
Chicago	18,037	17,572	18,475
Kansas City	15,511	14,700	15,345
Omaha (incl. calves)	25,576	10,687	20,917
St. Louis	9,248	8,545	6,957
St. Joseph	9,094	8,399	7,838
Sioux City	8,915	8,429	9,011
Oklahoma City	3,466	3,273	2,400
Wichita	1,530	1,289	1,300
Denver	2,062	2,801	4,244
St. Paul	10,860	8,902	9,515
Milwaukee	...	2,712	2,204
Indianapolis	4,363	4,373	4,011
Cincinnati	2,069	1,899	2,021

Total ..... 110,731 102,581 103,498

## HOGS.

	Week ended Mar. 15.	Prev. week.	Cor.
Chicago	59,206	62,679	61,812
Kansas City	10,954	14,714	14,790
Omaha	73,514	68,988	47,246
St. Louis	17,244	32,489	14,319
St. Joseph	22,264	25,162	16,892
Sioux City	52,039	50,982	30,772
Oklahoma City	8,645	8,643	8,820
Wichita	6,951	5,225	10,715
Denver	10,190	10,118	8,958
St. Paul	38,967	47,394	43,052
Milwaukee	...	9,186	6,155
Indianapolis	23,727	28,854	26,019
Cincinnati	10,409	11,067	11,145

Total ..... 354,170 373,195 300,695

## SHEEP.

	Week ended Mar. 15.	Prev. week.	Cor.
Chicago	57,457	50,027	59,487
Kansas City	38,495	36,714	25,238
Omaha	56,305	53,088	48,062
St. Louis	5,202	10,682	2,079
St. Joseph	34,901	30,801	35,724
Sioux City	19,144	16,832	6,546
Oklahoma City	310	515	53
Wichita	3,663	2,521	3,578
Denver	38,512	28,692	12,405
St. Paul	5,492	6,917	1,981
Milwaukee	...	523	132
Indianapolis	4,054	2,024	694
Cincinnati	1,897	4,665	292

Total ..... 265,432 243,501 196,271

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Mar. 10.	17,363	2,856	59,104	21,427
Tues., Mar. 11.	5,765	4,417	16,733	12,487
Wed., Mar. 12.	7,367	2,406	15,173	17,759
Thurs., Mar. 13.	6,043	3,021	22,370	15,636
Fri., Mar. 14.	1,274	736	21,640	14,555
Sat., Mar. 15.	400	200	7,000	7,000

This week ..... 38,922 13,636 142,020 88,294

Previous week ..... 37,557 10,083 119,660 85,317

Year ago ..... 41,508 15,686 97,852 77,494

Two years ago ..... 42,113 16,058 198,913 55,094

Total receipts for month and year to Mar. 15, with comparisons:

	1930.	1929.	1930.	1929.
Cattle	70,577	84,151	418,248	475,111
Calves	23,795	31,602	112,470	142,441
Hogs	273,871	293,658	1,981,565	2,231,989
Sheep	179,094	143,569	832,446	722,275

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Mar. 10.	4,829	36	15,330	7,018
Tues., Mar. 11.	1,648	101	6,407	5,335
Wed., Mar. 12.	2,821	34	2,290	3,074
Thurs., Mar. 13.	1,878	139	7,112	7,326
Fri., Mar. 14.	773	105	6,418	5,537
Sat., Mar. 15.	100	...	2,000	1,000

This week ..... 12,049 415 39,769 29,590

Previous week ..... 11,328 219 35,680 30,318

Year ago ..... 12,981 474 37,492 21,434

Two years ago ..... 12,318 421 66,502 17,591

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Mar. 15.	\$12.65	\$10.50	\$ 5.10	\$10.60
Previous week	12.55	10.55	4.85	10.45
1929	12.85	11.00	7.95	17.05
1928	12.75	8.30	8.75	15.90
1927	10.35	11.40	8.10	14.70
1926	9.85	12.25	8.10	13.20
1925	10.35	13.75	9.35	16.60

Av. 1925-1929 ..... \$11.25 \$11.45 \$ 8.45 \$15.50

## SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ended Mar. 15.	26,900	102,800	58,700
Previous week	26,229	83,971	54,999
1929	28,587	69,360	56,000
1928	29,795	124,411	38,103
1927	33,053	128,710	36,329
1926	41,230	103,821	56,085

## \*Saturday, Mar. 15, estimated.

## HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weights and tops and average prices of hogs, with comparisons:

	No.	Avg. Rec'd.	Wgt.	Top.	Avg. Price.
*Week ended Mar. 15.	15,142,000	234	131.30	...	\$10.



# Ice and Refrigeration

## Plant Cooling Notes

For the Meat Plant Employee Who Is Interested in Refrigeration.

### AMMONIA MEASUREMENTS.

There is a distinct advantage in measuring the ammonia circulation in a refrigerating plant per unit of time since the knowledge of the rate of the flow and total quantities circulated at once establishes a means for determining performance. When considered in connection with the data obtained by the use of other measuring instruments, this will enable the engineer to make a thorough check and analysis of plant performance. It is only by means of the Venturi meter that the rate and amount of refrigeration produced by the compressor can be checked continuously or as often as may be desirable—indicating the falling off, or an increase, in this rate.

This meter will also serve as an excellent check on the volumetric efficiency of the compressor. By the intelligent study of plant operation through facts made available by the Venturi meter as applied to the measurement of circulating ammonia, it is possible to maintain the plant at the highest rate of efficiency and output.

Just how much money should be spent on equipping a plant with a Venturi meter for measuring ammonia, will depend upon the size of the plant and other local conditions. If desired, such meters are obtainable which register, indicate and record the total amount of ammonia circulated, but should it be deemed inadvisable to incorporate all of these functions in the meter, such meters may be obtained which will indicate only a few of the functions of a complete instrument. Such for example, is one omitting a totalizing dial, or one in which a manometer only is employed to indicate the rate of flow.

The operation of the Venturi instrument, when applied to the measurement of ammonia, is the same as that incorporated in all Venturi tubes employed in the measurement of liquids and gases and is based on the existing difference in pressure between the inlet and throat of the tube.

The Venturi tube used for the measurement of ammonia is accurate within very close limits and as a commercial device for this purpose is a most satisfactory instrument. Such instruments should however be properly fitted to the size of the plant or any division of the plant output, since, for example, a large capacity meter on a small capacity plant would fail to give satisfactory results.

In the steam driven plant the opportunity for the advantageous use of meters is excellent, particularly in plants generating and using steam in even fairly large quantities or where the delivered cost of the fuel is high—*Refrigerating Engineering.*

### REFRIGERATION NOTES.

The name of the Merchants Cold Storage Co., Minneapolis, Minn., has been changed to Merchants Cold & Common Storage Co.

Capital stock of the Manhattan Refrigerating Co., New York City, has been increased from \$1,200,000 to \$2,000,000.

A cold storage plant will be erected in Canon City, Colo., by the Hynes Ice & Cold Storage Co.

Fire recently destroyed the produce and cold storage plant of C. C. Wright, McLeansboro, Ill. The loss was about \$45,000.

Additional refrigerating equipment has been installed in the plant of the Caldwell Ice & Cold Storage Co., Caldwell, Ida.

A cold storage warehouse is being planned for Fort Pierce, Fla., by M. L. Kessav.

American Service Co. is building a cold storage warehouse in Goose Creek, Tex. It will cost about \$50,000. The company is also planning the erection of cold storage warehouses in Barbers Hill and Cove, Tex.

Permit for the erection of a cold storage warehouse has been taken out by the Tacoma Ice & Cold Storage Co. The plant will cost about \$35,000 and will be located at 2601 Holgate.

Additions and improvements are being planned to the plant of the Memphis Cold Storage Warehouse Co., Memphis, Tenn.

A cold storage warehouse will be erected in Houston, Tex., by the Edmondson Refrigerating Co.

C. R. Brownell will build a 30-ton ice plant, in which will be included cold storage space, in Morgan City, La.

An addition will be built to the cold storage plant of the Salisbury Ice & Fuel Co., Spencer, N. C. Additional refrigerating machinery will also be installed.

Additional equipment, including power generating equipment, will be installed in the plant of the Pelican Ice & Cold Storage Co., New Orleans, La.

Permit has been granted to the Union Ice Co., Woodland, Calif., to erect a cold storage building adjoining its present plant. It will cost about \$8,000.

United States Cold Storage Co., Kansas City, Mo., will not build an addition to its plant, as previously announced.

A large addition is being planned to the plant of the Crystal Ice & Cold Storage Co., Elizabeth City, S. C.

Athens Ice & Cold Storage Co., Athens, O., will rebuild its plant which was destroyed by fire recently.

A cold storage warehouse to cost about \$65,000 will be built in Worcester, Mass., by the Boston & Maine Railroad Co.

Plans are being prepared by the Pennsylvania Railroad for a second unit of its cold storage plant and warehouse in Jersey City, N. J.

### MEAT CHAIN ADVERTISING.

(Continued from page 24.)

Spareribs were offered much more frequently in the south than elsewhere, and neck bones were practically an exclusive southern offering.

Southern chains advertised lard with great frequency, while chains in the other sections made much less of a feature of it. Beefsteaks were largely offered by the eastern chains, with only occasional steak ads elsewhere. Chuck roasts were more frequently advertised in the south, while boiling-beef seemed to be pretty generally distributed in the ads, and corned beef was largely confined to the central and eastern districts.

### Roasts Featured on Friday.

Lamb items were of course commonly offered in the east and in some sections of the Pacific Coast, but were very seldom offered by southern chains and rather infrequently by chains in the central part of the United States.

A larger number of meat items are heavily advertised on Friday for the week-end trade; however, some items were advertised more commonly earlier in the week. Only 34 per cent of the round-steak items were advertised on Friday and 36 per cent of the sirloin-steak items, as opposed to the heavy advertising of roasting items later in the week, such as leg of lamb, for which 76 per cent of the advertising was found on Friday, and whole and half pork loins, for which 74 per cent was found on Friday.

The advertising of hams and sliced bacon was somewhat better distributed throughout the week, with 57 per cent of the ham and 54 per cent of the sliced bacon offered on Friday. Slab bacon apparently is more commonly purchased near the end of the week, since 74 per cent of the offerings of slab bacon appeared on Friday. Sixty-eight per cent of the lard and 68 per cent of the picnics were offered in Friday ads.

### Chain Store Advertised Prices.

No attempt was made in this study to check the average selling price of chains either as compared with sale prices of independents or as compared with packers' wholesale prices.

A study was made, however, of chain-store advertised prices on a number of comparable items where the chains advertised the product for sale in wholesale pieces or in packages of the same type as those quoted by the packers.

The packers' wholesale prices used were the average prices realized during the period of the study and were compared with the average of adver-



tised prices found in the ads studied.

We do not have a measure of profit made by chains on each of the items studied since we do not have the buying prices of the chain or the cost of retailing. We are comparing, instead, chain selling prices with packers' wholesale selling prices to all of their customers, including both chains and independents.

If we assume that the chains, like other large buyers, purchase somewhat more cheaply than the average of independents, we must assume that the margins found are minima rather than average.

#### Low Lard Prices Featured.

Lard was frequently advertised, particularly by southern chains, at less than the average wholesale price of the packers. All other products were sold at more profitable prices. The lard quoted in the advertising may have been lower-grade lard, sold at a lower price, or it may in some cases have represented purchases made at bargain prices. We are therefore by no means justified in assuming that chains as a rule sell lard at little or no margin over cost.

The price of lard advertised by chain stores compared with wholesale prices realized by packers in the same cities, from April 15 to July 13, was as follows:

	Average of prices advertised by the chains (Cents)	Average price realized by the packers (Cents)	Packers' wholesale price (Cents)
Boston .....	13.50	13.08	0.42
Philadelphia .....	13.97	13.04	.93
Washington .....	13.50	12.84	.66
Pittsburgh .....	13.00	13.00	....
Detroit .....	13.50	13.03	.47
Cincinnati .....	12.50	13.09	1.19*
Cleveland .....	14.50	12.92	1.58
Toledo .....	12.50	13.14	.64*
Columbus .....	11.50	12.67	1.17*
Indianapolis .....	...	14.13	....
St. Louis .....	13.63	12.29	1.34
Atlanta .....	13.25	13.06	.19
Memphis .....	12.50	13.19	.69*
Houston .....	...	....	....
Dallas .....	...	13.53	....
Denver .....	13.50	14.00	.50*
Seattle .....	14.50	14.80	.30*
Portland .....	13.50	14.00	1.10*
San Francisco .....	17.50	15.42	2.08

\*Advertised chain price lower than packers' wholesale realization.

#### Sliced Bacon Prices Vary.

The average price of \$0.3445 advertised for sliced bacon is to be compared with an average of \$0.3680 realized by packers for their sliced bacon of the first or highest brand, and a price of \$0.2810 for all other sliced bacon. At these rates the chains would be losing some money if we assume that they were handling the most popular brands of bacon.

On the other hand, they would be making a margin of 18.4 per cent (or more if they purchased at some advantage) if we are to assume that they handled bacon other than first brand. Bacon has become such a large selling item in the trade of many chains that chains could only afford to use it as a low-price leader in exceptional cases.

Following is the price of sliced bacon advertised by chain stores compared with wholesale prices realized by packers in the same cities, from April 15 to July 13:

	Average prices advertised by chains (Cents)	Average price realized by packers' on best sliced bacon (Cents)	Margin of chain price over packers' (Cents)	Average price realized by packers' on other brands sliced bacon (Cents)	Margin of chain price over packers' for other brands sliced bacon (Cents)
Boston .....	27.33	35.37	8.04*	26.34	0.90
Philadelphia .....	30.33	34.34	1.90	25.74	10.59
Washington .....	30.78	35.99	3.70	28.44	11.34
Pittsburgh .....	30.42	30.10	.32	31.12	5.30
Detroit .....	35.50	34.36	1.14	27.21	8.29
Cincinnati .....	38.25	30.85	1.40	28.69	9.54
Cleveland .....	30.50	30.94	.44*	30.25	6.25
Toledo .....	36.00	34.10	1.90	29.24	6.76
Columbus .....	42.00	33.18	8.82	27.23	14.77
Indianapolis .....	38.00	38.08	.08*	27.17	10.83
St. Louis .....	41.00	35.56	5.44	25.19	15.81
Atlanta .....	31.25	35.06	3.81*	27.22	4.03
Memphis .....	27.00	36.82	9.82*	26.91	.09
Houston .....	...	...	...	...	...
Dallas .....	39.22	...	26.83	...	...
Denver .....	34.80	35.98	1.18*	29.70	5.10
Seattle .....	39.00	42.71	3.71*	28.79	10.21
Portland .....	41.67	41.03	.64	29.07	12.60
San Francisco .....	38.00	40.29	2.29*	...	...
Los Angeles .....	44.50	38.64	5.86	29.42	15.08

\*Advertised chain price lower than packers' wholesale realization.

#### Slab Bacon Prices.

The average of advertised prices on pieces of slab bacon was \$0.3004, to be compared with the packers' wholesale price of \$0.3152 for first brand and \$0.2569 for other slab bacon.

Again this would reflect a loss if we assume that the chains were advertising only the first brands of bacon, while it would represent a margin of \$0.0435 or more if we assume that they were handling slab bacon not of the first brand. This would represent a margin of 14.48 per cent (or more) if we assume that the slab bacon they handle was not of the first brand.

The price of slab bacon advertised by chain stores compared with wholesale prices realized by packers in the same cities, from April 15 to July 13, follows:

	Average prices advertised by chains (Cents)	Average price realized by packers' on best slab bacon (Cents)	Margin of chain price over packers' (Cents)	Average price realized by packers' on other brands slab bacon (Cents)	Margin of chain price over packers' for other brands slab bacon (Cents)
Boston .....	26.40	28.22	1.82*	23.38	3.02
Philadelphia .....	29.50	28.85	.65	30.73	1.23*
Washington .....	27.33	29.58	2.25*	23.62	3.71
Pittsburgh .....	28.80	30.44	1.64*	24.51	4.29
Detroit .....	29.50	29.55	.05*	24.21	5.29
Cincinnati .....	27.33	29.73	2.40*	22.90	4.43
Cleveland .....	35.00	30.63	4.37	26.03	8.97
Toledo .....	...	30.77	...	24.32	...
Columbus .....	25.17	30.53	5.36*	25.38	.21*
Indianapolis .....	27.75	31.94	4.19*	25.46	2.29
St. Louis .....	24.00	32.46	8.46*	25.14	1.14*
Atlanta .....	28.00	29.46	1.46*	24.69	3.31
Memphis .....	30.81	...	25.25	...	...
Houston .....	...	...	...	...	...
Dallas .....	33.02	...	26.28	...	...
Denver .....	34.50	31.73	2.77	23.17	11.33
Seattle .....	35.31	...	27.48	...	...
Portland .....	34.00	36.42	2.42	29.21	4.79
San Francisco .....	39.00	37.80	1.11	28.60	10.40
Los Angeles .....	35.00	33.06	1.94	28.48	6.52

\*Advertised chain price lower than packers' wholesale realization.

The average of chain advertised prices for hams was \$0.2994, to be compared with packers' realized price of \$0.2838 for first brands and \$0.2519 for second brands.

In this case we find a margin of profit indicated for any grade, or a profit of \$0.0475, or 15.9 per cent (or more) if we assume the sale of hams not of advertised first brands.

#### Fair Margins on Hams.

Ham prices advertised by chain stores compared with wholesale prices realized by packers in the same cities from April 15 to July 13:

	Average prices advertised by chains (Cents)	Average price realized by packers' on best brand hams (Cents)	Margin of chain price over packers' (Cents)	Average price realized by packers' on other brands hams (Cents)	Margin of chain price over packers' for other brands hams (Cents)
Boston .....	30.57	28.00	2.57	25.18	5.39
Philadelphia .....	30.50	26.76	3.74	23.83	6.67
Washington .....	33.00	27.77	5.23	25.29	7.71
Pittsburgh .....	30.33	27.47	2.86	23.62	6.71
Detroit .....	32.00	27.50	4.50	25.17	6.83
Cincinnati .....	29.33	25.64	3.69	24.23	5.10
Cleveland .....	34.67	28.55	6.12	26.46	8.21
Toledo .....	33.33	27.79	5.54	24.73	8.60
Columbus .....	28.88	29.18	1.18	24.41	4.47
Indianapolis .....	31.25	27.75	3.50	25.46	5.79
St. Louis .....	42.00	27.69	14.31	22.44	19.56
Atlanta .....	29.64	28.19	1.45	25.22	4.42
Memphis .....	25.50	27.70	2.20*	24.54	.96
Houston .....	...	...	...	...	...
Dallas .....	...	...	...	...	...
Denver .....	23.00	28.21	5.21*	22.65	.35
Seattle .....	34.00	31.48	2.52	27.08	6.92
Portland .....	31.00	30.51	.49	27.27	3.73
San Francisco .....	33.50	31.95	1.55	28.44	5.06
Los Angeles .....	32.00	30.23	1.77	27.47	4.53

\*Advertised chain price lower than packers' wholesale realization.

(Continued on page 55.)

#### FINNISH MEAT PRODUCTION.

Pork production in Finland will be boosted by government subsidy if plans of the Finnish central slaughtering and meat handling cooperatives are successful, according to advices from the commercial attache at Helsingfors. The Finnish government has been asked for a subsidy for livestock raisers, the bulk of which would go to swine growers. Efforts are also being made to scale down railroad rates, not only on live animals but on meat products as well.

This program contemplates the erection and equipment of modern slaughterhouses and stock rooms as well as meat factories. It is calculated that the production of the proposed factories and slaughterhouses would more than meet local demand leaving a surplus for export.

The personnel of the proposed factories would be trained by sending the most promising employees abroad to study slaughtering and meat packing methods in other European countries.

#### N. A. P. R. E. CONVENTION.

The annual convention of the National Association of Practical Refrigerating Engineers will be held in Memphis, Tenn., November 11, 12, 13 and 14, 1930. Headquarters will be in the new Memphis auditorium.

#### STREATOR PRODUCTS CORP.

Streator Products Corporation, Fairfield, Ia., announce that they have absorbed the Streator Cold Storage Door Co., Streator, Ill. All future business will be conducted from Fairfield, Ia.

# Chicago Section

D. P. Kelly, of Capital City Products Co., Columbus, Ohio, was in Chicago this week.

V. A. Acer of Kellogg Spencer & Sons, Buffalo, N. Y., was in the city during the week.

Wm. L. Waldock, vice-president, Waldock Packing Co., Sandusky, Ohio, was a visitor in Chicago this week.

John W. Hall, Chicago packinghouse broker, is expected back from his Hot Springs, Ark., vacation next week.

Harry P. Hill has resigned as provision manager of Oscar Mayer & Co., Chicago. He is succeeded by Edward Althouse.

Geo. Sunderland, of E. G. James Co., Chicago, has just returned from Waterloo, Ia., where he attended the funeral of E. F. Rath.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 12,697 cattle, 8,722 calves, 44,712 hogs and 50,344 sheep.

Geo. A. Hilgemeier, president and general manager, and Geo. F. Hilgemeier, vice-president of F. H. Hilgemeier & Bro., Inc., Indianapolis, Ind., have been in town for a few days.

C. B. Martin, president, and D. P. Cosgrove, vice-president of Sterne & Son Co., Chicago, have just returned to the city, Mr. Martin from a Florida vacation and Mr. Cosgrove from New York.

Provision shipments from Chicago for the week ended Mar. 15, 1930, with comparisons, were as follows:

	Last wk.	Prev. wk.	Cor. wk., 1929.
Cured meats, lbs.	18,130,000	18,285,000	17,771,000
Fresh meats, lbs.	36,707,000	31,200,000	37,254,000
Lard, lbs.	5,079,000	6,754,000	6,309,000

Albert H. Veeder, son of the late A. H. Veeder and brother of Henry Veeder, general counsel for Swift & Company, died at his home in Winnetka on March 16 at the age of 61. Mr. Veeder was president of M. J. Neahr & Co., bag manufacturers. In earlier years he was connected with the sales departments of Swift & Company and the National Packing Company.

## ALL DRESSED UP.

(With apologies to Clarence Birdseye.)

I wonder if a hog would know His mate displayed at the packers' show. He'd look in vain from night 'till morn To see his partner's shapely form.

I'm afraid he'd have to close his eyes And smell his mate to recognize. Because we read on every page This is the day of the packaged age.

I believe the hog would say with glee, "At last they've dressed us up, for see The fancy wrappers that we wear So people know whose hogs we are."

And too he'd say, "We yet deserve Some rapid freezing to preserve The flavor of our juicy chops For Mrs. Jones, who says, 'Why not?'"

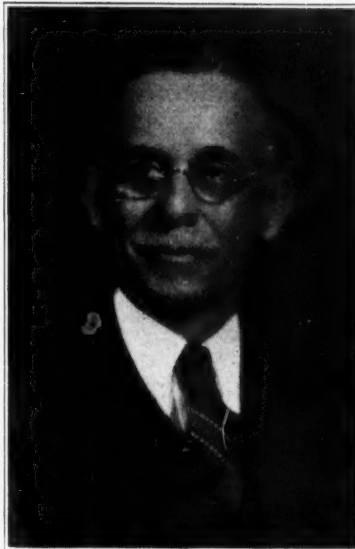
PICKLED O'PEAT

March 11, 1930.

## ANOTHER PACKER LEADER GONE.

With the death of Edward F. Rath, secretary of the Rath Packing Co., Waterloo, Iowa, the industry loses another of its leading figures. Mr. Rath was one of the builders of a great meat packing enterprise, which remains as a monument to him and his co-builder and cousin, president John W. Rath.

As reported in the last issue of THE NATIONAL PROVISIONER, Mr. Rath passed away while motoring back from Florida with his wife and daughter. He died at Charlotte, N. C., after an illness of a few hours, the result of a stroke. He



THE LATE EDWARD F. RATH.

was 69 years of age, and is survived by his widow, two sons active in the packing business, R. A. and George E. Rath, and Ruth and William Rath.

Edward F. Rath entered the packing business with his father, George Rath, in Dubuque, Iowa, in 1887. In 1891 their plant burned, and Edward went to Waterloo and with his cousin, John W. Rath, established the present Rath Packing Co. He was active in the business up to the time of his death. He was a modest and genial character, and was beloved wherever he was known.

## POLISH HOG MARKET.

Due to the continued large exports of hogs to Czechoslovakia and to Austria, business was good and prices remained at their previous high levels, reports the U. S. Department of Commerce. Shipments of Polish hogs to the Austrian market showed a small falling off at the beginning of October but recovered in the second half and totalled 6,400 and 6,700 head respectively, in the last two weeks.

The exports of hogs during the first nine months of the year totalled 785,000 head as compared with 975,000 head for the same period of 1928. The average price for pigs exported this year was considerably higher than in 1928.

## CLOSING HOG FUTURES.

Daily closing hog futures quotations for the week ended March 21, 1930, are as follows:

SATURDAY, MARCH 15, 1930.

	Light.*	Med.	Heavy.	Un-even.
To arrive.....				
March.....			\$ 9.60	
April.....	\$10.75		9.60	
May.....	10.70			
Sept.....				

MONDAY, MARCH 17, 1930.

To arrive (7 days).....				
March.....	\$10.40			
April.....	10.40			
May.....	10.40			
Sept.....	10.40			

TUESDAY, MARCH 18, 1930.

To arrive (7 days).....				
March.....			\$ 9.55	
April.....	\$10.50		9.50	
May.....	10.50			
Sept.....	10.55			

WEDNESDAY, MARCH 19, 1930.

To arrive (7 days).....				
March.....			\$ 9.60	
April.....	\$10.75	\$10.00	9.60	
May.....	10.75			
Sept.....				

THURSDAY, MARCH 20, 1930.

To arrive (7 days).....				
March.....				
April.....	\$10.60			
May.....	10.70			
Sept.....				

FRIDAY, MARCH 21, 1930.

To arrive.....				
March.....				
April.....	\$10.70			
May.....	10.70			
Sept.....				

\*Light hogs—not less than 170 lbs., nor more than 210 lbs. Medium hogs—not less than 210 lbs., nor more than 260 lbs. Heavy hogs—not less than 260 lbs., nor more than 310 lbs. Un-even weight hogs—averaging not less than 260 lbs., nor more than 280 lbs.; excludes hogs weighing under 100 lbs., or more than 330 lbs. Carlot—16,500 lbs., with a variation not in excess of 1,500 lbs.

## KINDS OF LIVESTOCK KILLED.

Classification of livestock slaughtered in December, 1929, based on reports from about 600 packers and slaughterers representing nearly 75 per cent of the total slaughter under federal inspection, as reported by the U. S. Department of Agriculture, with comparisons:

—Cattle— —Hogs— Sheep and lambs

	Steers	Cows and heifers	Bulls and stags	Barrows	Sows	Stags and heifers	Lambs and yearlings	Sheep
1928	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
Jan.	30.00	57.42	3.40	53.11	46.34	0.55	93.36	6.64
Feb.	45.92	51.14	2.94	53.97	45.64	.39	92.79	7.21
Mar.	49.26	47.58	3.16	53.45	46.05	.60	92.93	7.07
Apr.	52.60	44.15	3.25	51.55	47.78	.67	93.33	6.67
May	54.54	41.14	4.32	48.32	51.02	.66	93.16	6.84
June	52.12	43.17	4.71	44.21	54.85	.94	90.71	9.29
July	50.47	44.69	4.54	37.24	61.98	.78	90.40	9.60
Aug.	46.31	49.09	4.60	35.84	63.33	.83	93.01	6.99
Sept.	43.27	52.46	4.27	30.11	60.18	.71	92.63	7.37
Oct.	35.78	59.89	4.33	43.49	55.91	.60	90.45	9.55
Nov.	37.00	59.48	3.52	46.08	53.47	.65	90.19	9.81
Dec.	41.50	54.95	3.14	50.33	49.32	.35	92.34	7.66
Av.	45.34	50.78	3.88	48.04	51.38	.58	91.74	8.26
1929								
Jan.	47.54	49.44	3.02	52.48	47.15	.37	92.59	7.41
Feb.	49.01	48.08	2.93	53.08	46.53	.39	93.12	6.88
Mar.	50.95	45.06	3.39	51.41	48.04	.55	94.15	5.85
Apr.	54.70	41.44	3.77	49.37	49.75	.88	91.56	8.44
May	53.75	41.21	5.04	48.51	50.70	.70	87.12	12.88
June	52.04	42.45	5.51	46.00	52.72	.68	89.94	10.06
July	52.05	42.98	4.97	38.79	60.57	.64	91.96	8.04
Aug.	50.34	45.59	4.07	39.30	60.12	.58	91.30	8.71
Sept.	48.50	47.77	3.94	42.02	57.48	.50	91.44	8.56
Oct.	42.87	53.52	3.91	45.81	53.65	.54	91.21	8.79
Nov.	39.04	56.09	3.67	47.90	51.64	.56	89.08	10.32
Dec.	44.55	51.01	4.44	49.77	49.75	.48	91.05	8.95
Av.	48.03	47.58	3.99	47.68	51.76	.56	91.23	8.77

# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY  
MARKET SERVICE

## CASH PRICES.

Based on actual carlot trading, Thursday,  
Mar. 20, 1930.

### Regular Hams.

	Green.
8-10	21
10-12	19 1/4
12-14	17 1/2
14-16	17 1/2
16-18	17 1/4
18-20	17 1/2
10-16	range.
16-22	range.

### S. P. Boiling Hams.

	H. Run.
14-18	17 1/4
18-20	17 1/4
20-22	17 1/4

### Skinned Hams.

	Green.
10-12	20 1/4
12-14	20
14-16	19 1/8
16-18	19 1/4
18-20	18 1/2
20-22	18 1/2
22-24	18
24-26	17
26-30	15 1/2
30-35	15 1/2

### Picnics.

	Green.
4-6	13 1/4
6-8	13
8-10	12 3/4
10-12	12 1/2
12-14	12 1/2

### Bellics.

	Green.
6-8	17 1/4 @ 18
8-10	17 1/4
10-12	17 1/4
12-14	15 1/2
14-16	14 1/2
16-18	14 1/2

Dry cure bellies 1c over S. P. bellies.

### D. S. Bellies.

	Clear.
14-16	14 1/4
16-18	14 1/4
18-20	13 1/2
20-25	13 1/2
25-30	13 1/2
30-35	13
35-40	12 1/2
40-50	12 1/2

### D. S. Fat Backs.

	8 1/2
8-10	8 1/2
10-12	8 1/2
12-14	8 1/2
14-16	10 1/2
16-18	11 1/2
18-20	12 1/2
20-25	12 1/2

### D. S. Rough Ribs.

45-50	
55-60	
65-70	
75-80	

### Other D. S. Meats.

Extra short clears	35-45
Extra short ribs	35-45
Regular plates	6-8
Clear plates	4-6
Jowl butts	8 1/2

## FUTURE PRICES.

SATURDAY, MARCH 15, 1930.

	Open.	High.	Low.	Close.
LARD—				
Mar.	10.10	10.10	9.85	9.95m
May	10.10	10.10	9.85	10.05—
July	10.35	10.35	10.12 1/2	10.30h
Sept.	10.57 1/2-55	10.57 1/2	10.35	10.50—
CLEAR BELLIES—				
Mar.	12.50	12.50	12.30	12.30
May	12.50	12.50	12.30	12.30
July	12.50	12.50	12.30	12.30

MONDAY, MARCH 17, 1930.

	Open.	High.	Low.	Close.
LARD—				
Mar.	10.07 1/2	10.25	10.05	10.10m
May	10.32 1/2	10.47 1/2	10.32 1/2	10.32 1/2
July	10.55	10.70	10.50	10.67 1/2ax
Sept.	10.55	10.70	10.50	10.67 1/2
CLEAR BELLIES—				
Mar.	12.60	12.67 1/2	12.60	12.67 1/2h
May	12.60	12.67 1/2	12.60	12.75h
July	12.60	12.67 1/2	12.60	12.75h

TUESDAY, MARCH 18, 1930.

	Open.	High.	Low.	Close.
LARD—				
Mar.	10.10	10.15	10.10	10.15h
May	10.25	10.35	10.25	10.35ax
July	10.55	10.57 1/2	10.50	10.55
Sept.	10.75	10.75	10.67 1/2	10.70
CLEAR BELLIES—				
Mar.	12.67 1/2	12.67 1/2	12.57 1/2	12.67 1/2h
May	12.80	12.80	12.75	12.75h
July	12.80	12.80	12.75	12.75h

WEDNESDAY, MARCH 19, 1930.

	Open.	High.	Low.	Close.
LARD—				
Mar.	10.20	10.20	10.17 1/2	10.17 1/2ax
May	10.37 1/2	10.45	10.32 1/2	10.32 1/2h
July	10.55	10.65	10.55	10.57 1/2h
Sept.	10.72 1/2	10.87 1/2	10.72 1/2	10.72 1/2-75
CLEAR BELLIES—				
Mar.	12.90	12.95	12.82 1/2	12.95h
May	13.00	13.07 1/2	13.00	13.07 1/2h
July	13.00	13.07 1/2	13.00	13.07 1/2h

THURSDAY, MARCH 20, 1930.

	Open.	High.	Low.	Close.
LARD—				
Mar.	10.35	10.35	10.30	10.30-32 1/2
May	10.57 1/2-55	10.57 1/2	10.52 1/2	10.52 1/2ax
July	10.75	10.77 1/2	10.72 1/2	10.72 1/2ax
Sept.	10.75	10.77 1/2	10.72 1/2	10.72 1/2ax
CLEAR BELLIES—				
Mar.	13.05	13.10	13.05	13.10h
May	13.05	13.10	13.05	13.10h
July	13.05	13.10	13.05	13.10h

FRIDAY, MARCH 21, 1930.

	Open.	High.	Low.	Close.
LARD—				
Mar.	10.37 1/2	10.42 1/2	10.37 1/2	10.25ax
May	10.57 1/2	10.62 1/2	10.57 1/2	10.37 1/2ax
July	10.77 1/2	10.80	10.77 1/2	10.60ax
Sept.	10.77 1/2	10.80	10.77 1/2	10.80
CLEAR BELLIES—				
Mar.	13.25	13.25	13.25	13.25
May	13.00	13.10	13.00	13.10
July	13.22 1/2	13.22 1/2	13.22 1/2	13.22 1/2

Key: ax, asked; b, bid; n, nominal; — split.

## NETHERLANDS PORK EXPORTS.

Exports of bacon, cured pork and lard from the Netherlands during November, 1929, are reported by the U. S. Department of Commerce as follows: Bacon exports amounted to 3,474 metric tons. Of this, 3,454 metric tons went to Great Britain, the balance, 14 metric tons, went to Ireland. Cured pork exports amounted to 312 metric tons, of which 257 went to Germany. Fresh pork, including chilled, exports amounted to 2,533 metric tons, of which 993 went to Germany, 290 to France, and 1,239 to Belgium. Pure and steam lard exports amounted to 1,837 metric tons, distributed as follows: 53 to Germany, 577 to Belgium, 8 to Great Britain, 15 to France, 236 to Poland, 18 to Italy, 11 to Austria, 140 to Switzerland, and 427 to Czechoslovakia.

## CHICAGO RETAIL MEATS

### Beef.

Week ended

Mar. 19, 1930. Cor. wk. 1929.

	No. 1.	No. 2.	No. 3.	No. 4.	No. 5.	No. 6.
Rib roast, hvy. end.	35	30	16	35	30	16
Rib roast, lt. end.	45	35	20	45	35	20
Chuck roast	32	27	21	30	27	21
Steaks, round	50	40	25	45	40	25
Steaks, sirloin 1st cut	45	40	25	50	40	25
Steaks, porterhouse	40	45	25	60	45	25
Steaks, flank	28	25	18	28	25	18
Beef stew, chuck	27	22	15	27	22	17
Corned briskets, boneless	32	28	18	28	24	18
Corned plates	20	18	10	20	15	10
Corned rumps, bnl.	25	22	18	25	22	18

### Lamb.

	Good.	Com.	Good.	Com.
Hindquarters	30	22	40	36
Legs	28	22	42	38
Stews	15	15	22	15
Chops, shoulder	25	20	25	20
Chops, rib and loin	50	25	60	25

### Mutton.

Legs	24	26	26	26
Stew	14	14	14	14
Shoulders	16	16	16	16
Chops, rib and loin	35	35	35	35

### Pork.

Loins, 8 to 10 av.	27	@ 30	32	@ 34
Loins, 10 to 12 av.	26	@ 28	32	@ 34
Loins, 12 to 14 av.	25	@ 27	28	@ 30
Loins, 14 and over	21	@ 22	25	@ 27
Chops	20	@ 21	22	@ 22
Butts	23	@ 24	26	@ 26
Spars ribs	16	@ 17	18	@ 18
Hocks	12	@ 12	12	@ 12
Leaf lard, raw	14	@ 14	14	@ 14

### Veal.

Hindquarters	28	@ 32	35	@ 40
Forequarters	16	@ 20	24	@ 26
Legs	28	@ 30	35	@ 40
Breasts	16	@ 22	16	@ 22
Shoulders	20	@ 22	22	@ 24
Cutlets	20	@ 22	22	@ 24
Rib and loin chops	20	@ 22	22	@ 24

### Butchers' Offal.

Suet	@ 4	@ 5 1/2
Shop fat	@ 2 1/2	@ 3
Bone, per 100 lbs.	@ 50	@ 50
Calf skins	@ 16	@ 16
Kips	@ 14	@ 16
Deacons	@ 12	@ 12

## CURING MATERIALS.

	Bbls.	Sacks.
Nitrate of soda, l. c. l. Chicago	9%	
Saltpeter, 25 bbl. lot, f.o.b. N. Y.		5%
Obt. refined granulated		5%
Small crystals		7%
Medium crystals		7%
Large crystals		8%
Obt. rfd. gran. nitrate of soda	3%	3%
Less than 25 bbl. lots 1/2 c more		
Boric acid, carloads, p.w.d., bbls.	8%	8%
Crystals to powdered, in bbls., in 5 ton lots or more	9%	9%
In bbls. in less than 5 ton lots	8%	8%
Borax, carloads, powdered, in bbls.	5	4%
In ton lots, gran. or pow., bbls.	5	4%

Granulated, carlots, per ton, f.o.b. Chicago	\$6.00
Medium, carlots, per ton, f.o.b. Chicago	9.10
Rock, carlots, per ton, f.o.b. Chicago	8.60

Sugar—	
Raw sugar, 96 basis, f.o.b. New Orleans	@ 3.64
Second sugar, 90 basis	None
Syrup testing 65 and 65 combined sucrose and invert, New York	@ 3.38
Standard gran. f.o.b. refiners (2%)	@ 5.00
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	@ 4.50
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	@ 4.40

## SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground.
Allspice	23	25
Cinnamon	14	18
Cloves	29	33
Coriander	6	8
Ginger	22	22
Mace	90	85
Nutmeg	30	30
Pepper, black	32	36
Pepper, Cayenne	30	30
Pepper, red	20	20
Pepper, white	42	46

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ended Mar. 19, 1930.	Cor. week, 1929.
Prime native steers.....	25 @26	22 @24
Good native steers.....	23½ @24½	21 @22
Medium steers.....	21 @23	20 @21
Heifers, good.....	19 @23	19 @21
Cows.....	13½ @17	15 @18
Fore quarters, choice.....	30 @31	26 @30
Hind quarters, choice.....	21 @21½	19 @20

## Beef Cuts.

Steer loins, No. 1.....	@41	@38
Steer loins, No. 2.....	@38	@35
Steer short loins, No. 1.....	@41	@38
Steer short loins, No. 2.....	@45	@39
Steer loin ends (hips).....	@32	@30
Steer loin ends, No. 2.....	@31	@29
Cow loins.....	@22	@20
Cow short loins.....	@25	@23
Cow loin ends (hips).....	@10	@9
Steer ribs, No. 1.....	@25	@23
Steer ribs, No. 2.....	@24	@24
Cow ribs, No. 2.....	@18	@18
Cow ribs, No. 3.....	@14	@14
Steer rounds, No. 1.....	@22	@20
Steer rounds, No. 2.....	@21½	@19½
Steer chucks, No. 1.....	@18½	@17
Steer chucks, No. 2.....	@17½	@16½
Cow rounds.....	@18½	@17½
Cow chucks.....	@15	@14
Steer plates.....	@14½	@13½
Medium plates.....	@11	@11½
Briskets, No. 1.....	@19	@20
Steer navel ends.....	@10½	@10
Cow navel ends.....	@11	@11
Plate shanks.....	@12½	@12
Hind shanks.....	@10	@10
Strip loins, No. 1, boneless.....	@45	@50
Strip loins, No. 2.....	@55	@40
Sirloin butts, No. 1.....	@37	@35
Sirloin butts, No. 2.....	@27	@28
Beef tenderloins, No. 1.....	@70	@70
Beef tenderloins, No. 2.....	@70	@65
Rump butts.....	@50	20 @30
Flank steaks.....	@27	@27
Shoulder clods.....	@22	19½ @21
Hanging tenderloins.....	@30	18 @20
Insides, green, 6@8 lbs.....	@20	
Insides, green, 5@6 lbs.....	@19	
Knuckles, green, 5@6 lbs.....	@22	

## Beef Products.

Brains (per lb.).....	@14	@13
Hearts.....	@12	@12
Tongues, 4@5.....	@35	@36
Sweetbreads.....	@37	@45
Ox-Tails, per lb.....	@18	@17
Fresh tripe, plain.....	7 @8	7 @8
Fresh tripe, H. C.....	@10	@10
Livers.....	@20	16 @24
Kidneys, per lb.....	@17	@15

## Lamb.

Choice lambs.....	@22	@30
Medium lambs.....	@20	@28
Choice saddles.....	@28	@35
Medium saddles.....	@26	@33
Choice forea.....	@16	@25
Medium forea.....	@15	@22
Lamb fries, per lb.....	@33	@33
Lamb tongues, per lb.....	@16	@16
Lamb kidneys, per lb.....	@30	@30

## Mutton.

Heavy sheep.....	@11	@16
Light sheep.....	@14	@18
Heavy saddles.....	@14	@18
Light saddles.....	@17	@20
Heavy forea.....	@8	@14
Light forea.....	@11	@16
Mutton legs.....	@8	@12
Mutton loins.....	@13	@15
Mutton stew.....	@9	@12
Sheep tongues, per lb.....	@16	@16
Sheep heads, each.....	@12	@10

## Fresh Pork, Etc.

Pork loins, 8@10 lbs. avg.....	@25	@28
Picnic shoulders.....	@16	@18
Skinned shoulders.....	@16½	@19
Tenderloins.....	@45	@50
Spare ribs.....	@14½	@14½
Back fat.....	@13	@14½
Boston butts.....	@20	@24
Boneless butts, cellar trim.....	25 @44	25 @44
Hocks.....	@13	@13
Tails.....	@14½	@12
Neck bones.....	@6	@7
Slip bones.....	@14	@14
Blade bones.....	@14½	@14
Pigs' feet.....	@7	@7
Kidneys, per lb.....	@11	@11
Livers.....	@7	@8
Brains.....	@14	@14
Ears.....	@7	@7
Shouts.....	@7	@7
Heads.....	@9	@10

## Veal.

Choice carcasses.....	20 @21	24 @25
Good carcasses.....	15 @20	18 @33
Good saddles.....	27 @30	25 @30
Good backs.....	16 @19	18 @20
Medium backs.....	13 @14	12 @14

## Veal Products.

Brains, each.....	15 @16	14 @15
Sweetbreads.....	@8	@8
Calf livers.....	@5	@6

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	@27
Country style sausage, fresh in link.....	@22
Country style sausage, fresh in bulk.....	@21
Country style sausage, smoked.....	@25
Frankfurts in sheep casings.....	@23
Frankfurts in hog casings.....	@22
Bologna in beef bungs, choice.....	@19
Bologna in cloth, paraffined, choice.....	@16½
Bologna in beef middles, choice.....	@18½
Liver sausage in hog bungs.....	@18
Smoked liver sausage in hog bungs.....	@25
Liver sausage in beef rounds.....	@13
Head cheese.....	@18
New England luncheon specialty.....	@28½
Mixed luncheon specialty.....	@20½
Tongue sausage.....	@24
Blood sausage.....	@18
Polish sausage.....	@21
Souse.....	@16

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@49
Thuringer Cervelat.....	@25½
Farmer.....	@30
Holsteiner.....	@30
B. C. Salami, choice.....	@19
Milano Salami, choice, in hog bungs.....	@45
B. C. Salami, new condition.....	@28
Frisses, choice, in hog middles.....	@40
Genua style Salami.....	@53
Pepperoni.....	@20
Mortadella, new condition.....	@25
Capicelli.....	@22
Italian style hams.....	@40
Virginia hams.....	@55

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$0.75
Large tins, 1 to crate.....	7.75
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.00
Large tins, 1 to crate.....	9.00
Frankfurt style sausage in hog casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50
Smoked link sausage in hog casings—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00

## SAUSAGE MATERIALS.

Regular pork trimmings.....	@11
Special lean pork trimmings.....	@18
Extra lean pork trimmings.....	@20½
Neck bone trimmings.....	@14
Pork cheek meat.....	@10½
Pork hearts.....	@10½
Native boneless bull meat (heavy).....	@14½
Boneless chucks.....	@13½
Shank meat.....	@12½
Beef trimmings.....	8½ @9
Beef hearts.....	10½ @11
Beef cheeks (trimmed).....	@11
Dressed canners, 350 lbs. and up.....	@11½
Dressed cutter cows, 400 lbs. and up.....	@12½
Dr. bologna bulls, 600 lbs. and up.....	@5
Beef tripe.....	17½ @16½
Pork tongues, canner trimmed S. P.....	

## SAUSAGE CASINGS.

(F. O. B. CHICAGO)

(Wholesale lots. Small advances for smaller quantities.)	
Beef casings:	
Domestic rounds, 180 pack.....	26
Domestic rounds, 140 pack.....	35
Export rounds, wide.....	46
Export rounds, medium.....	30
Export rounds, narrow.....	45
No. 1 weasands.....	14
No. 2 weasands.....	47
No. 1 bungs.....	30
No. 2 bungs.....	20
Middles, regular.....	90
Middles, selected wide.....	25
Dried bladders:	
12-15 in. wide, flat.....	2.00
10-12 in. wide, flat.....	1.65
8-10 in. wide, flat.....	1.25
6-8 in. wide, flat.....	.85
Hog casings:	
Narrow, per 100 yds.....	2.75
Narrow, special, per 100 yds.....	2.25
Medium, regular, per 100 yds.....	1.25
Wide, per 100 yds.....	.75
Extra wide, per 100 yds.....	.85
Export bungs.....	31
Large prime bungs.....	20
Medium prime bungs.....	10
Small prime bungs.....	.06
Middles, per set.....	.50
Stomachs.....	10

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$15.00
Honeycomb tripe, 20-lb. bbl.....	20.00
Pocket honeycomb tripe, 200-lb. bbl.....	21.00
Pork feet, 200-lb. bbl.....	16.50
Pork tongues, 200-lb. bbl.....	77.00
Lamb tongues, long cut, 200-lb. bbl.....	58.00
Lamb tongues, short cut, 200-lb. bbl.....	71.00

## DRY SALT MEATS.

Extra short clears.....	@12½
Extra short ribs.....	@12½
Short clear middles, 60-lb. avg.....	@15
Clear bellies, 18@20 lbs.....	@13
Clear bellies, 14@16 lbs.....	@14
Rib bellies, 20@25 lbs.....	@13½
Rib bellies, 25@30 lbs.....	@13½
Fat backs, 10@12 lbs.....	@8½
Fat backs, 14@16 lbs.....	@10½
Regular plates.....	@10
Butts.....	@8½

## WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.....	@25
Fancy skd. hams, 14@16 lbs.....	@20½
Standard reg. hams, 14@16 lbs.....	@23½
Picnics, 4@8 lbs.....	@19½
Fancy bacon, 6@8 lbs.....	@31
Standard bacon, 6@8 lbs.....	@25½
No. 1 beef ham sets, smoked—	
Insides, 8@12 lbs.....	@45
Outsides, 5@9 lbs.....	@41
Knuckles, 5@9 lbs.....	@41
Cooked hams, choice, skin on, fattened.....	@38
Cooked hams, choice, skinless, fattened.....	@38
Cooked picnics, skin on, fattened.....	@27
Cooked picnics, skinned, fattened.....	@28
Cooked loin roll, smoked.....	@48

## BARRELED PORK AND BEEF.

Mess pork, regular.....	\$ @28.00
Family back pork, 24 to 34 pieces.....	@32.50
Family back pork, 35 to 45 pieces.....	@32.50
Clear back pork, 40 to 50 pieces.....	@25.00
Clear plate pork, 25 to 30 pieces.....	@20.00
Brisket pork.....	@24.50
Bean pork.....	@20.00
Plate beef.....	@20.00
Extra plate beef, 200 lb. blbs.....	@30.00

## COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.57½ @1.60
Oak pork barrels, black iron hoops.....	1.05 @1.07½
Ash pork barrels, galv. iron hoops.....	1.77½ @1.80
White oak ham tierces.....	@3.13½
Red oak lard tierces.....	2.37½ @2.40
White oak lard tierces.....	2.57½ @2.60

## OLEOMARGARINE.

Highest grade natural color animal fat	
margarine in 1-lb. cartons, rolls or	
prints, f.o.b. Chicago.....	@25
White animal fat margarines in 1-lb.	
cartons, rolls or prints, f.o.b. Chicago	
1-lb. cartons, f.o.b. Chicago.....	@19½
(30 and 60-lb. solid packed tubs, 1c	
per lb. less.).....	@17
Pastry, 60-lb. tubs, f.o.b. Chicago.....	@15

## ANIMAL OILS.

Prime edible lard oil.....	@12
Headlight burning oil.....	@11½
Prime winter strained.....	@11½
Extra winter strained.....	@11
Extra lard oil.....	@10½
Extra No. 1.....	@10
No. 1 lard.....	@9½
No. 2 lard.....	@9½
Acidless tallow oil.....	@9½
20 D. C. T. neatfoot.....	@16½
Pure neatfoot oil.....	@12½
Special neatfoot oil.....	@10½
Extra neatfoot oil.....	@10½
No. 1 neatfoot oil.....	@9½
Oil weighs 7½ lbs. per gallon. Barrels contain	
about 50 gals. each. Prices are for oil in barrels.	

## LARD.

Prime steam.....	@10.15
Prime steam, loose.....	@9.42½
Kettle rendered, throw.....	@10.37½
Refined lard, boxes, N. Y.....	@11.00
Leaf, raw.....	@9.12½
Neutral, in tierces.....	@11.75
Compound, acc. to quantity.....	@11.50

## OLEO AND STEARINE.

Olco oil, extra, in tierces.....	11½ @11½
Olco stocks.....	@9½
Prime No. 1 oleo oil.....	10½ @10½
Prime No. 2 oleo oil.....	@9½
Prime No. 3 oleo oil.....	@9½
Prime oleo stearine, edible.....	8½ @9½

## TALLOW AND GREASES.

Edible tallow, under 1% acid, 45 titre.....	@7¼
Prime packers' tallow.....	@7
No. 1 tallow, 10% f.f.a.....	@6½
No. 2 tallow, 40% f.f.a.....	@5½
Choice white grease.....	@6½
A-White grease.....	@6
B-White grease, max. 5% acid.....	@5½
Yellow grease, 10@15% f.f.a.....	@5½
Brown grease, 40% f.f.a.....	@5

## VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b.	
Valley points, nom., prompt.....	7¼ @7¼
White, deodorized, in blbs., f.o.b. Chgo.	@9½
Yellow, deodorized, in blbs.....	@9½
Soap stock, 50% f.f.a., f.o.b.....	1½ @1½
Corn oil, in tanks, f.o.b. mills.....	7½ @7½
Soya bean, f.o.b. mill.....	8½ @8½
Refined in blbs., c.a.f., Chicago, nom.....	9½ @9½

# Retail Section

## There Are Extra Profits for Retailers in Easter Ham Business

Easter this year is April 20.

How many of your customers, Mr. Retailer, will serve ham on this day?

Not all, of course, but the number will depend in considerable measure on your merchandising.

And there is a nice profit to be picked up by pushing these meats—enough at least to make the effort very much worth while.

Go after this extra business and the additional profits this year! Use your own methods if they will get results. If some other fellow has a better selling plan fit it to your business and use it.

A retailer who has been successful in moving large numbers of Easter hams tells in the following article how he does it. Perhaps his method is one you will find useful.

### Selling Easter Hams

A retailer in a Chicago suburb who has a large Easter ham business, was asked recently how he merchandises these meats.

"I start selling hams," he said, "at least two weeks before Easter. The early efforts are only preliminary, however. My idea is that customers should first be made Easter ham conscious. It is necessary to the selling plan that they be made to associate ham with Easter. This takes about a week. The second week we do some selling and starting with Thursday we make efforts to sell hams to everyone who visits the store.

"The first step is to get something of the Easter spirit in the store. This is done by means of Easter lilies, Easter rabbits, Easter eggs and appropriate decorations. Displayed prominently are wall signs reading, 'Hams for Easter.' The windows are decorated attractively and hams are included in all of the displays and featured in many.

### Advertising Signs, Letters.

"Our next step is to impress on customers and prospects that we make a special feature of Easter hams and that none better are to be had anywhere. This is done in newspaper advertising and store signs. Occasionally we use personal letters, but I am not sure



EASTER HAMs DISPLAYED IN CALIFORNIA STORE.

There is extra business and profits for retailers who go after the Easter ham business. Hams attractively wrapped in parchment paper and the sign, "For Easter," help the Alpha Beta Market, Santa Ana, Calif., sell these meats. Easter lilies and Easter rabbits are also an aid in getting the idea over.

these are any more effective than the advertising and the signs. Considerable time is necessary to prepare them and they are comparatively expensive.

"When opportunity offers we also talk Easter hams to customers. During the first week we are careful not to give the customer the opportunity to say she will not want a ham for Easter. Many housewives are sometimes slow to make up their minds, and we prefer not to force the issue and risk a turn-down until later, when she has had more time to think over the matter.

"When a customer once says she does not want a ham for Easter she rarely changes her mind. A couple of weeks before Easter she may think she will not want one, but if she is not forced to commit herself she may—and often does—change her mind.

"On Thursday before Easter efforts to close sales are started. We work on the assumption that each of our customers will want a ham, or at least a half-ham or a Boston butt for the following Sunday.

### Suggestions for Selling.

"We never say to a woman, 'Would you like a ham for Easter?' or words to that effect. Rather our sales talk is somewhat as follows: 'Of course, Mrs. Jones, you will want a ham for Easter. We suggest that we be permitted to take your order now. Our stock is large, but we want you to have the best. And early ordering will enable us to pick out our choicest for you.'

"We have had good results moving Easter hams and have gained somewhat of a reputation for these meats. We select the best hams we can get

for we figure we are going to be in business for many years to come. Immediate results are important, of course, but we realize that the dissatisfied customer of today is a competitor's customer tomorrow. Being successful in the retail meat business is not so much a matter of winning customers but of holding them.

"I don't believe our method of selling Easter hams is unusual. We have used it for many years, and I know the plan, with or without modifications, is also used by other retailers. We also use similar methods to sell poultry during the holiday seasons.

"If I were to give any advice on how to sell Easter hams it would be start early, make attractive displays and spend a little money for advertising, window dressing and store decorations. And customers should not be urged to buy too early. The idea is to get over first the thought of ham for Easter. When this has been done it is easy to close sales."

### Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

### TO ROAST LAMB.

If roast of lamb is to be selected, cuts from ribs, loin, leg and shoulder are most suitable. The shoulder provides a very economical roast, and when boned and rolled or shaped as mock duck makes a surprisingly fine-appearing and tasty piece of meat.

Select a roast of lamb of the desired weight. Wipe the meat with a damp cloth and rub the surface with 1 teaspoon of salt and ¼ teaspoon of pepper to each pound of meat. Dredge lightly with flour. A clove of garlic, a bit of green pepper, mint or other seasoning may be added if desired, but over-seasoning should be avoided.

Place the meat on a rack in an uncovered roaster without water. The meat may either be seared first or be allowed to brown at the end of the roasting period. If seared first, raise the temperature of the oven to between 480 and 500 degs. F. and sear the meat 15 to 20 minutes. Lower the heat and finish roasting at 275 to 300 degs. F.

Watch the "Wanted and For Sale" page for business opportunities or bargains in equipment.

## NEWS OF THE RETAILERS.

The Home Market has been established at 858 Broadway, Fresno Cal., by N. H. Chatalbash.

The Pratt Grocery, Hugo, Okla., has installed an up-to-date meat market.

Allan Cummings, Strawn, Kas., has engaged in the meat and grocery business.

H. C. Schulke is again operating the Star Market, Hoisington, Kas., succeeding E. E. Fanestil.

John Bragg, formerly of Sapulpa, Okla., has taken over the management of the meat department of the College Hill Grocery, at 3060 East Douglas st., Wichita, Kas.

Felix Romanowski has succeeded to the meat business of Theodore Miloch, at 11446 Wyoming ave., Detroit, Mich.

Michael Hagen has purchased the meat business of Alex Ruelle, 438 Hecla st., Laurium, Mich.

Bathke Brothers have succeeded to the meat and grocery business of George Paulus, corner Jackson st. and Ingalls ave., Petoskey, Mich.

Walter G. Creyer has moved his meat business from 1680 to 1530 Howard st., San Francisco, Cal.

The New San Francisco Meat Market has opened for business at 2669 Mission st., San Francisco, Cal.

Wunsch's Quality Market has been opened at 1251 3rd ave., San Francisco, Cal.

J. M. Conlan, Seattle, Wash., has sold his meat and grocery store at 6259 3rd ave., N. W., to Carl A. Berg.

G. C. Hamilton, Seattle, Wash., has sold his meat and grocery business at 1122 6th ave., S., to Ralph Macchia.

Adolph Huber recently opened a meat market at Long Prairie, Minn.

Joseph Kluczny will open a meat market at Russell, Minn.

L. G. Hofner has purchased the interest of his brother Chas. Hofner in the cash meat market at Ellendale, North Dak.

C. Hay, Enderlin, North Dak., has sold his meat market to George Heimel.

August Hoffmann, Cedarburg, Wis., purchased the Tillman Meat Market.

Oliver Olson purchased the Sanitary Meat Market at Dallas, Wis.

Willard T. Sauve and son are opening a meat market and grocery at Two Rivers, Wis.

Edward Cardiff has purchased an interest in H. N. Laab's meat market at Waupun, Wis.

## DECORATES WINDOWS DAILY.

One retailer never leaves meats in his show windows overnight. To do this creates a bad impression, he thinks. No housewife, he says, likes to believe that the next piece of meat she buys may be one that has been on display for 24 or 48 hours.

Because of this policy of removing meats from the windows each night, the displays are always simple. And each day the attempt is made to make the displays radically different from the ones of the preceding day. This is done so that anyone who sees the displays two days in succession will know the windows are newly decorated.

## MEAT CHAIN ADVERTISING.

(Continued from page 48.)

Picnics seem to be not only a frequently advertised item but a reasonably profitable item. An average advertised price of \$0.2111 is to be compared with the packers' price of \$0.2020 on first brands and an average price of \$0.1793 on all other picnics.

## Picnics a Profitable Item.

The average chain price would amount to a margin of 15.06 per cent or more above the price of "other" picnics.

Price of picnics advertised compared with wholesale prices realized by packers in the same cities from April 15 to July 13:

	Av. prices advertised by chains (Cents)	Av. packers' on best brand picnics (Cents)	Margin of chain price over packers' (Cents)	Av. packers' on other brands picnics (Cents)	Margin of chain price over packers' for other brands picnics (Cents)
Boston .....	21.00	21.00	.....	17.33	3.67
Philadelphia ..	21.00	19.57	1.43	16.96	4.04
Washington ..	19.67	19.60	.07	17.13	2.54
Pittsburgh ..	18.75	18.42	.33	16.14	2.61
Detroit .....	21.92	19.11	2.81	17.26	4.66
Cincinnati ..	21.67	18.19	3.48	17.02	4.65
Cleveland .....	20.50	19.53	.97	17.79	2.71
Toledo .....	20.60	18.63	1.97	16.97	3.63
Columbus .....	19.50	.....	.....	17.17	2.33
Indianapolis ..	22.00	19.75	2.25	17.56	4.44
St. Louis .....	20.92	19.13	1.79	17.75	3.17
Atlanta .....	20.50	20.22	.28	17.98	2.52
Memphis .....	21.67	20.16	1.51	18.53	3.34
Houston .....	.....	.....	.....	.....	.....
Dallas .....	.....	21.85	.....	18.38	.....
Denver .....	24.50	20.83	3.67	17.13	7.37
Seattle .....	22.00	20.51	1.49	19.00	2.40
Portland .....	25.80	22.67	3.13	19.74	6.06
San Francisco ..	23.75	23.33	.42	20.93	2.82
Los Angeles ..	23.00	22.65	.35	20.11	2.89

\*Advertised chain price lower than packers' wholesale realization.

## Pork Loin Prices Cover Costs.

An average advertised price of \$0.2794 is to be compared with the packers' average price on 10-12 pound pork loins of \$0.2374, leaving a margin of \$0.0420, or 15 per cent (or more), on selling price.

In considering the foregoing margins, it must be remembered that they are stated in percentages of selling price and that they represent the sale of products on which there is practically no waste and practically no cutting expense in the shop.

The general conclusion from these comparisons might well be that the chains are making a margin sufficient

to cover all costs on these advertised products.

Price of pork loins (commonly 10-12 lb. average) advertised compared with wholesale prices realized by packers in the same cities, from April 15 to July 13:

	Av. of prices advertised by the chains (Cents)	Av. price realized by the packers (Cents)	Av. margin of advertised price over packers' wholesale price (Cents)
Boston .....	29.11	24.13	4.98
Philadelphia ..	26.75	21.91	4.84
Washington ..	29.78	26.17	3.61
Pittsburgh .....	27.50	23.70	3.80
Detroit .....	26.75	23.37	3.38
Cincinnati .....	28.00	20.06	7.94
Cleveland .....	26.67	26.46	.21
Toledo .....	.....	24.24	.....
Columbus .....	29.00	25.46	3.54
Indianapolis ..	29.60	22.56	4.10
St. Louis .....	27.25	22.80	4.30
Atlanta .....	27.25	23.83	3.42
Memphis .....	28.29	23.60	4.69
Houston .....	23.33	.....	.....
Dallas .....	.....	24.20	.....
Denver .....	.....	23.17	.....
Seattle .....	.....	25.17	.....
Portland .....	28.00	23.62	4.38
San Francisco ..	.....	25.88	.....
Los Angeles ..	.....	24.08	.....

\*Advertised chain price lower than packers' wholesale realization.

## Meats Not Good Price-Leaders.

The variation in grades and types of beef, as well as variation in prices of different cuts as compared with carcass prices, seemed to render it inadvisable to attempt a comparison of beef prices. Much of the same difficulty would be encountered in attempting to make comparisons with any product which is cut up in the retail shop into retail cuts.

Most meat items do not make good price-leaders for chain meat markets, since the consumer purchasing the leader would ordinarily find her demand for meat satisfied at the time and therefore would buy no other meat items while in the store.

The price comparisons made above seem to indicate that the chains, in advertising prices, are merely making an attractive display of their wares rather than attempting to overwhelm the purchaser with the cheapness of any individual items.

## TELEPHONE EFFICIENCY.

One retailer who does a large business over the telephone has four telephone lines into his store—two more than are actually needed.

"But," he says, "these extra lines are a good investment. Women are too busy and too impatient these days to spend any considerable time on the telephone trying to place an order. When the line is busy they may try a second time, but few of these will try the third time. It is too easy to call another store."

"Our telephone business has increased several times since the two additional lines were installed. Women like the prompt service we are able to give them and we prosper accordingly. This increased business has made it necessary for us to order the installation of another line."

This retailer also made it plain that if the telephone service is to be efficient there must be efficient workers to answer it and take orders. It may please a woman to be able always to get her number quickly, but it does not increase her good will for the business to be greeted gruffly or to have her order mishandled.

## Valuable Information

"Advertising of Meats by Chain Grocery Companies" is fourth of a series of chain store studies made by E. L. Rhoades for the Bureau of Business and Economic Research of the University of Chicago.

Funds for these studies were provided by the University and the Institute of American Meat Packers.

The other studies in this series are:

"The Chain Store and the Packing Industry," which appeared in THE NATIONAL PROVISIONER of August 24, 1929;

"The Management of Chain Meat Markets," reported September 7, 1929; and

"Chain Stores and the Independent Meat Retailer," reviewed in the issue of August 10, 1929.



## New York Section

### AMONG RETAIL MEAT DEALERS.

The principal order of business at the meeting of the Ladies Auxiliary on Thursday afternoon of last week was the election of officers for the year 1930. Reports of the president and other officers showed much constructive work accomplished during the year. While the Auxiliary participated in charitable undertakings, the financial report was very satisfactory. Officers elected were: President, Mrs. A. Werner, jr.; first vice president, Mrs. Oscar Schaefer; second vice president, Mrs. W. H. Wild; corresponding secretary, Mrs. Charles Hembdt; recording secretary, Mrs. A. Di Matteo; financial secretary, Mrs. L. Spandau; treasurer, Miss M. B. Phillips; warden, Mrs. William Kramer; trustees, Mrs. George Anselm, Mrs. C. Fischer, Mrs. F. Hirsch, Mrs. E. Schmelzer and Mrs. E. Schneider. Mrs. Frank P. Burck was unanimously re-elected "mother" of the Auxiliary. Installation of officers will be conducted by "Mother" Burck at the next social meeting, March 27, at the McAlpin.

Mr. and Mrs. Charles Hembdt celebrated the twenty-eighth anniversary of their wedding on March 16 with their family at Suffern, N. Y., the guests of Mr. and Mrs. C. Wendel with whom they have spent practically every anniversary for twenty-eight years.

The South Brooklyn Branch held a business meeting on Tuesday evening of this week. Routine matters and questions of local interest were debated.

Meat, fish, poultry and game seized and destroyed in the City of New York by the Health Department during the week ending March 15, 1930, was as follows: Meat—Brooklyn, 38 lbs.; Manhattan, 1,608 lbs.; The Bronx, 14 lbs. Total, 1,660 lbs. Fish—Manhattan, 26 lbs.; The Bronx, 30 lbs. Total,

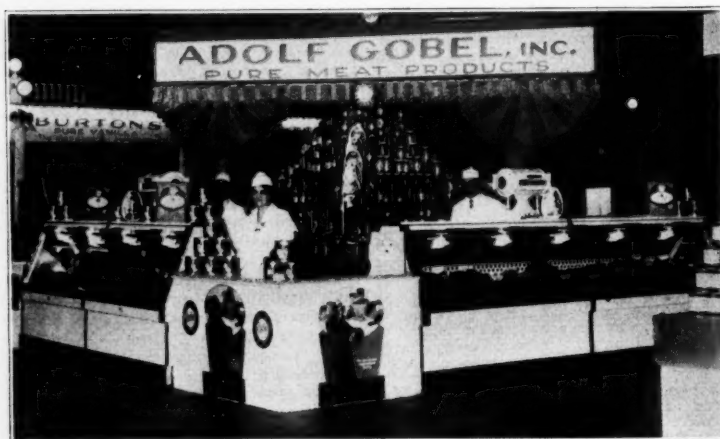
56 lbs. Poultry and game—Brooklyn, 23 lbs.; Manhattan, 96 lbs. Total, 119 lbs.

### FOOD PRICES VS. STANDARDS.

The New York Food Marketing Research Council held a food standards conference at Grand Central Palace, New York, on Friday, March 21, the subject being "Prices vs. Standards, a Gauge to Quality Buying." The honorary chairman was Mrs. Charles J. Reeder, president of the New York State Federation of Women's Clubs. Speakers included Dr. Louis Stanley, chief of the U. S. Bureau of Home Economics, Washington, D. C.; Mrs. Ruetta Day Blinks, food consultant, Home Marketing Center; Gordon C. Corbaley, president of the American Institute of Food Distribution, whose talk was on canned foods, Lawrence I. Graham, former commissary and manager for the Childs Co., on "Buying for New York Restaurants, Hotels and Steamships"; and George Kramer, president of the National Association of Retail Meat Dealers, who talked on "Retail Meat Distribution."

### BEEF CUTTING DEMONSTRATIONS.

The National Live Stock and Meat Board, under whose auspices D. W. Hartzell is conducting beef cutting demonstrations, will hold two large demonstrations for the retail trade in co-operation with local wholesalers and branches of the Retail Meat Dealers' Association in New York City in the early part of April. The first of these demonstrations is scheduled to take place in Brooklyn on Wednesday evening April 2, at the Brooklyn Evening Technical High School, 49 Flatbush Avenue, Extension, while the second will be held in Manhattan at Audubon Hall, Broadway at 166th street, on Tuesday evening, April 8.



### FOOD MANUFACTURERS AND MEAT SPECIALISTS EXHIBIT AT FOOD SHOW.

The Brooklyn Food Show, held at the 12th Regiment Armory, March 10 to 12, inclusive, had among its long list of exhibitors Libby, McNeill and Libby, Oakite Products, Inc., Silz Packing Company, Worcester Salt Company and Adolf Gobel, Inc. The exhibit of Adolf Gobel, Inc., was one of the most elaborate, displaying every product of the company, as well as having an attendant who prepared sandwiches, using the many prepared Gobel meats.

### NEW YORK NEWS NOTES.

W. C. Potter, margarine department, Swift & Company, Chicago, spent several days at the Jersey City plant during the past week.

President Thos. E. Wilson of Wilson & Co., Chicago, and Mrs. Wilson visited New York for a few days last week. Other Chicago visitors to New York were Carl Fowler, branch house department, and C. F. Briggs, produce department.

Paul Smith, beef department, Swift & Company, Chicago, visited New York during the past week, while K. D. Fogg, small stock department, New York, spent a few days in Chicago.

Office employees of the F. A. Ferris branch of Stahl-Meyer, Inc., gave a surprise birthday celebration to office manager Frank Myers on March 14.

The Adolf Gobel, Inc., baseball team of the Brooklyn branch held a St. Patrick's dance on Saturday, March 15, at Schwaben Hall, Brooklyn.

Mrs. Frank Klughert, better known as Kitty Murray, telephone operator at the New York office of Adolf Gobel, Inc., is recovering from an operation for appendicitis at the French hospital.

C. H. Breese, packing house products broker, formerly of 679 Hudson Street, has moved his office into the Conron building, 402-410 West 14th Street, New York.

William F. Clifford has moved his office to the new office building at 402-410 West 14th Street, N. Y.

Conron Brothers Co. announce that occupants of their recently remodeled building at 402-410 West 14th Street, N. Y., include H. L. Woodruff, O. Andersen and the Suffolk County Duck Growers Association.

Joseph Baum, of the Joseph Baum Packing Company, Kansas City, Kan., spent a few days in New York during the past week.

Thomas H. Nash of the Cleveland Provision Company, Cleveland, O., visited New York for a few days during the past week.

Another visitor to New York during the past week was Frank T. Boyd of the New Zanesville Provision Company, Zanesville, O.

J. H. Lawrence of the Williamsburg branch, Brooklyn, Jacob Dold Packing Co., has just returned to business after having been confined to his home for several days with a very bad cold.

### VISKING EASTERN OFFICES.

The Eastern headquarters of the Visking Sales Corporation has been removed from Benning, D. C., to 618 Pennsylvania avenue, Washington, in order to provide larger storage and operating facilities to take care of the growing demand for vegetable casings.

## Salt—To Enrich the Perfume of the Rose

In the days when the rose was the glorious symbol of Persian kings, salt was used in the distillation of the most priceless attar of roses.

Perfume manufacturers today still employ salt in the creation of the essences, but more important is its use in the packing industry. Worcester Salt is noted for its purity, perfect uniformity of flavor and quick solubility.

## WORCESTER SALT

*It Takes The Best To Make The Best*

WORCESTER SALT COMPANY

71-73 Murray St., New York, N. Y.

Offices: Boston; Chicago; Detroit; Philadelphia;

Columbus; Charlotte, N. C.; Buffalo, N. Y.

Refineries: Silver Springs, N. Y.; Piffard, N. Y.;  
Ecorse, Michigan

## MEAT POPULAR AT CHILDS.

Meat purchases of Childs Company for the chain of restaurants throughout the United States and in Canada amounted to approximately \$1,500,000 during the past year, according to a report submitted recently to S. Willard Smith, vice-president of the company. This was apart from fish and sea food purchases, but included poultry.

Records compiled by the statistical department showed that some of the most popular meat dishes were roast lamb, veal cutlets, beef stew, chicken croquettes and corned beef hash. A larger proportion of meat orders were placed during the dinner period than at lunch time, and there was a noticeable increase in meat orders in cold weather.

Mixed increase in the demand for orders of liver and bacon or liver and onions was noted. A few years ago these dishes were generally overlooked. The confirmed lover of griddle products is responsible for a growth in meat orders through his addiction to country sausage with his wheat cakes.

## NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended Mar. 15, 1930, with comparisons:

	Week ended Mar. 15.	Prev. week.	Cor. week, 1929.
West. drsd. meats:			
Steers, carcasses	7,222½	5,290	8,000
Cows, carcasses	906	1,165	791
Bulls, carcasses	162	187	164
Veals, carcasses	8,649	11,060	11,793
Lambs, carcasses	29,225	27,474	25,958
Mut., carcasses	2,290	3,079	1,810
Beef cuts, lbs.	305,914	313,477	302,142
Pork cuts, lbs.	1,556,632	2,040,345	2,635,238

Local slaughters:			
Cattle	8,219	8,384	9,190
Calves	15,554	13,765	14,416
Hogs	49,469	51,746	49,462
Sheep	65,551	65,210	43,544

## WEBB EQUIPS NEW PLANT.

The Webb Packing Co.'s new plant, Salisbury, Md., is expected to be completed this summer. The machinery contract was awarded the Mechanical Mfg. Co., Chicago and New York, including dry rendering equipment, unit heaters, etc.

How are retail cutting tests made? Ask THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

## "Niagara Brand"



Genuine Double Refined Saltpetre  
(Nitrate of Potash) and Double  
Refined Nitrate of Soda

"The old reliable way to cure  
meat right"

Both Complying with Requirements  
of the B. A. I.

Manufactured by

## BATTELLE & RENWICK

Established 1840

80 MAIDEN LANE

NEW YORK

## PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Mar. 15, 1930:

	Week ended Mar. 15.	Prev. week.	Cor. week, 1929.
Western dressed meats:			
Steers, carcasses	2,010	1,962	1,860
Cows, carcasses	772	848	1,181
Bulls, carcasses	184	193	334
Veals, carcasses	1,586	1,651	2,192
Lambs, carcasses	13,116	15,393	11,121
Mutton, carcasses	1,843	1,646	1,085
Pork, lbs.	486,169	521,607	496,917

Local slaughters:			
Cattle	1,395	1,535	1,457
Calves	2,075	2,106	2,159
Hogs	13,894	16,076	3,934
Sheep	4,931	5,958	14,661

## BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston for the week ended Mar. 15, 1930, with comparisons:

	Week ended Mar. 15.	Prev. week.	Cor. week, 1929.
Western dressed meats:			
Steers, carcasses	2,000	1,928	2,103
Cows, carcasses	1,490	1,578	1,493
Bulls, carcasses	77	58	53
Veals, carcasses	1,454	1,500	1,257
Lambs, carcasses	21,590	21,037	16,497
Mutton, carcasses	535	997	870
Pork, lbs.	698,568	594,632	589,069

# HY-GLOSS

MARGARINE CARTONS

## PROTECT THE PRODUCT

HY-GLOSS Paraffined Cartons are unexcelled; are used by the leading Oleo Manufacturers of the country. They attract the attention of the discriminating buyer.

## National Carton Company

Joliet, Illinois

# J.S. Hoffman Company

Specialists in

## Sausage—Corned Beef

## Dried Beef—Cheese

322-330 W. Illinois St.  
CHICAGO

181-183 Franklin St.  
NEW YORK

Ask us for quotations

on Mixed Cars—

Canners—

Cutters—

Bulls

# HAMPSHIRE BRAND

Hams—Bacon—Lard—Sausage

# Neuhoff Packing Company

Nashville, Tenn.

Shippers of Straight and Mixed Cars  
BEEF, FRESH PORK and PROVISIONS

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, good	\$12.50@13.00
Steers, medium	10.75@12.50
Cows, common and medium	6.00@8.25
Bulls, cutter-medium	6.00@8.25

## LIVE CALVES.

Vealers, good to choice	\$13.75@16.00
Vealers, medium	9.50@13.75

## LIVE SHEEP AND LAMBS.

Lambs, good to choice	\$10.50@11.50
Lambs, medium	9.50@10.50
Lambs, common	8.00@9.50
Ewes, medium to choice	4.50@6.50

## LIVE HOGS.

Hogs, 160-210 lbs.	\$ @10.75
Hogs, medium	@10.75
Hogs, 120 lbs.	@10.25
Roughs	@9.25
Good Roughs	@9.50

## DRESSED HOGS.

Hogs, heavy	\$ @18.25
Hogs, 180 lbs.	@18.25
Pigs, 80 lbs.	@17.00
Pigs, 60-140 lbs.	@17.00

## DRESSED BEEF.

### CITY DRESSED.

Choice, native heavy	24 @26
Choice, native light	25 @26
Native, common to fair	23 @24

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	21 @22
Native choice yearlings, 400@600 lbs.	22 @23½
Good to choice heifers	20 @21
Good to choice cows	16 @17
Common to fair cows	14 @15
Fresh bologna bulls	15 @16

## BEEF CUTS.

	Western.	City.
No. 1 ribs	30 @32	32 @34
No. 2 ribs	28 @28	28 @30
No. 3 ribs	23 @25	23 @27
No. 1 loins	37 @37	38 @40
No. 2 loins	33 @36	34 @36
No. 3 loins	28 @32	30 @33
No. 1 hinds and ribs	27 @30	29 @32
No. 2 hinds and ribs	24 @26	24 @27
No. 3 hinds and ribs	20 @23	22 @23
No. 1 rounds	20 @21	20 @21
No. 2 rounds	18 @19	18 @19
No. 3 rounds	16 @17	17 @18
No. 1 chuck	19 @21	20 @22
No. 2 chuck	18 @19	18 @19
No. 3 chuck	16 @17	17 @18
Bolognas	15 @16	15½ @16½
Rolls, reg., 6@8 lbs. avg.	22 @23	22 @23
Rolls, reg., 4@6 lbs. avg.	17 @18	17 @18
Tenderloins, 4@6 lbs. avg.	60 @70	60 @70
Tenderloins, 5@6 lbs. avg.	80 @90	80 @90
Shoulder clods	10 @11	10 @11

## DRESSED VEAL AND CALVES.

Prime veal	28 @30
Good to choice veal	23 @26
Med. to common veal	15 @21
Good to choice calves	18 @22
Med. to common calves	14 @18

## DRESSED SHEEP AND LAMBS.

Lambs, prime	26 @27
Lambs, good	23 @25
Sheep, good	13 @14
Sheep, medium	7 @10

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	24 @25
Pork tenderloins, fresh	50 @55
Pork tenderloins, frozen	45 @50
Shoulders, city, 10@12 lbs. avg.	17 @18
Shoulders, Western, 10@12 lbs.	18 @19
Butts, boneless, Western	24 @25
Butts, regular, Western	22 @23
Hams, Western, fresh, 10@12 lbs. avg.	24 @25
Hams, city, fresh, 6@10 lbs. avg.	26 @27
Picnic hams, Western, fresh, 6@8 lbs.	16 @17
average	16 @17
Pork trimmings, extra lean	20 @21
Pork trimmings, regular, 50% lean	13 @14
Spareribs, fresh	16 @17

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	24 @25
Hams, 10@12 lbs. avg.	23½ @24½
Hams, 12@14 lbs. avg.	23 @24
Picnics, 4@6 lbs. avg.	17½ @18
Picnics, 6@8 lbs. avg.	16½ @17
Rollettes, 6@8 lbs. avg.	18 @19
Beef tongue, light	29 @30
Beef tongue, heavy	34 @35
Bacon, boneless, Western	24 @25
Bacon, boneless, city	21 @22
Pickled bellies, 8@10 lbs. avg.	18 @19

## FANCY MEATS.

Fresh steer tongues, untrimmed	28c a pound
Fresh steer tongues, 1 c. trim'd	40c a pound
Sweetbreads, beef	70c a pound
Sweetbreads, veal	\$1.00 a pair
Beef kidneys	20c a pound
Mutton kidneys	11c each
Livers, beef	40c a pound
Onions	22c a pound
Beef hanging tenders	32c a pound
Lamb fries	10c a pair

## BUTCHERS' FAT.

Shop fat	@ 1½
Breast fat	@ 3½
Edible suet	@ 5½
Cond. suet	@ 4½

## GREEN CALFSKINS.

	5-9	9½-12½	12½-14	14-18	18 up
Prime No. 1 veals	16	1.80	1.90	2.10	3.10
Prime No. 2 veals	14	1.60	1.65	1.85	2.85
Buttermilk No. 1	13	1.45	1.55	1.75	2.75
Buttermilk No. 2	11	1.20	1.30	1.50	2.50
Branded Grubby	6	.75	.80	1.00	1.50
Number 3					At value

## BUTTER.

Creamery, extra (92 score)	@38½
Creamery, firsts (88 to 89 score)	@36½
Creamery, seconds (84 to 87 score)	@34½
Creamery, lower grades	@30½

## EGGS.

### (Mixed colors.)

Extra, dozen	@27
Extra, firsts, doz.	@26½
Firsts	@25½
Checks	@22½

## LIVE POULTRY.

Fowls, colored, fancy, via express	@29
Fowls, Leghorn, via express	@30

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:

Western, 60 to 65 lbs. to dozen, lb.	27 @29
Western, 48 to 54 lbs. to dozen, lb.	27 @30
Western, 43 to 47 lbs. to dozen, lb.	27 @29
Western, 36 to 42 lbs. to dozen, lb.	26 @28
Western, 30 to 35 lbs. to dozen, lb.	25 @27

Fowls—fresh—dry pkd.—12 to box—prime to fry:

Western, 60 to 65 lbs. to dozen, lb.	30 @31
Western, 48 to 54 lbs. to dozen, lb.	31 @32
Western, 43 to 47 lbs. to dozen, lb.	30 @31
Western, 36 to 42 lbs. to dozen, lb.	29 @30
Western, 30 to 35 lbs. to dozen, lb.	28 @29

### Turkeys—

Western, young toms, prime to fancy	34 @36
Western, young hens, prime to fancy	33 @34

### Squabs—

White, ungraded, per lb.	.45 @50
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### Chickens, Hothouse broilers, barrels:

Prime, under 2 lbs.	42 @45
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Fowls, frozen—dry pkd.—12 to box—prime to fry:

Western, 60 to 65 lbs., per lb.	30 @31
Western, 48 to 54 lbs., per lb.	31 @32
Western, 43 to 47 lbs., per lb.	30 @31

### Ducks—

Long Island	20 @21
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## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago. New York, Boston and Philadelphia, week ended Mar. 13, 1930:

	Mar. 7	8	10	11	12	13
Chicago	.35½	36	37	37½	37½	37½
N. Y.	.36	36	37	37½	37½	37½
Boston	.36½	36½	37½	37½	37½	38
Phila.	.36½	36½	37½	38	38	38½

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:

35½	36	37	37½	37½	37½
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Receipts of butter by cities (tubs):

	Wk. to Mar. 13.	Prev. week.	Last year.	—Since Jan. 1—
Chicago	37,634	36,798	33,226	547,947
N. Y.	56,656	52,361	50,109	681,280
Boston	15,248	13,620	15,971	159,666
Phila.	15,064	14,517	14,855	211,542

Total 125,202 117,297 113,661 1,600,444 1,659,546

Cold storage movement (lbs.):

	In	Out	On hand	Same week-day last year.
	Mar. 13.	Mar. 13.	Mar. 14.	
Chicago	8,230	134,325	5,642,543	823,769
New York	6,844	78,227	5,206,294	2,112,994
Boston		98,291	2,072,525	938,037
Phila.	6,329	32,454	2,164,201	277,322
Total	21,394	345,297	15,088,563	4,150,122

## FERTILIZER MATERIALS.

### BASIS NEW YORK DELIVERY.

#### Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.	2.05@2.10
Ammonium sulphate, double bags, per 100 lb. f.a.s. New York	@ 1.90
Blood, dried, 15-16% per unit	@ 3.70
Fish scrap, dried, 11% ammonia 10% B. P. L. f.o.b. fish factory	Nominal
Fish guano, foreign, 15@14% ammonia, 10% B. P. L.	4.30 @ 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	3.75 @ 50c
Soda Nitrate, in bags, 100 lbs. spot	@ 2.16
Tankage, ground, 10% ammonia	3.50 @ 10c
15% B. P. L. bulk	3.60 @ 10c
Tankage, unground, 9@10% ammo	3.50 @ 10c

#### Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton c.i.f.	@26.00
Bone meal, raw, 4½ and 50 bags, per ton, c.i.f.	@26.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@ 9.00

#### Fotash.

Manure salt, 20% bulk, per ton	@12.05
Kalnit, 12.4% bulk, per ton	@ 9.29
Muriate in bags, basis 80%, per ton	@37.15
Sulphate in bags, basis 90%, per ton	@48.25

#### Beef.

Cracklings, 50% unground	@ .82½
Cracklings, 60% unground	@ .85

#### Meat Scraps, Ground.

50%	@50.00
55%	@54.00

## BONES, HOOF AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	95.00@125.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	@ 85.00
Black or striped hoofs, per ton	45.00@50.00
White hoofs, per ton	@ 60.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@110.00
Horns, according to grade	75.00@200.00

## Lincoln Farms Products Corporation

Collectors and Renderers of

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Manufacturer of Poultry Feeds

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NEW YORK CITY

Phone: Caledonia 0114-0124

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1930.

2.10

1.90

3.70

final

10c

50c

2.16

10c

10c

28.00

36.00

9.00

12.65

9.20

37.15

48.25

.82½

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@125.00

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